

Chemist & Druggist

Benn >>

FEBRUARY 14 1976 THE NEWSWEEKLY FOR PHARMACY

**One guess who holds
a 60% share of the expanding
suntan market?**



ambre solaire
the original...from France.

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**Co-ops give
no assurance
on titles**

**'Price check'
scheme: more
details**

**Ralph Weston
on benefits
of Dixon bid**

**Employment
Protection
Act's effects**

**Reactions to
IV sugars**

everyone's recommending anusol

Nurses, pharmacists, doctors all recommend Anusol. And your customers recommend it to each other. That's why Anusol is the leading o.t.c. product for treating haemorrhoids. Now you have even more reason to recommend Anusol. We've put both Anusol Suppositories and Anusol Ointment in attractive new packs to match Anusol Cream. Ask your Warner representative for new promotional details.



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Cream, Suppositories and Ointment

**soothe painful
piles and anal irritation**

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Chemist & Druggist

The newsw weekly for pharmacy

14 February 1976 Vol. 205 No. 5002

117th year of publication

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Comment

The wrong path

It was perhaps inevitable that the Co-operative movement's use of restricted professional titles in advertising should reach the Pharmaceutical Society's Statutory Committee in the end (p192), but the fact is nonetheless regrettable. *C&D* has warned many times since the word "pharmacies" began appearing in the advertising copy that if it was not stopped by Council—or, alternatively, if there was no reversal of current policy in order to allow all to use the titles equally—frustration would result among those who saw a competitor "getting away with it".

Now an individual "member of the Society", acting upon the precedent set in the "Care" case, has taken the issue directly to the chairman of the Statutory Committee. The chairman has set the wheels in motion by asking the Committee's solicitor to investigate whether the two advertisements complained of constitute *prima facie* grounds for an inquiry by the Committee—and the Council's Ethics Committee, perhaps left with no option, has also approved referral of a third advertisement for consideration.

We regret that this stage has ever been reached, because it means that the profession, in the shape of the Council and the Co-operative Pharmacy Technical Panel, has been unable to arrive at a consensus and must resort to "force", whichever way the final decisions go. A settlement might have been hoped for once Independent Chemists Marketing Ltd agreed to drop even their own company title from advertisements—no other organisation powerful enough to challenge the profession's agreed restriction on the use of titles then remained, except for the Co-ops!

But that was six months ago, and although Council was dilatory in arranging meetings with the Technical Panel, it might have been hoped that the Panel would by now have been ready to abide by the profession's viewpoint—albeit to seek to change that viewpoint through the Society's democratic machinery. Not so, however. The Panel has left the impression that it intends to use the title until its new logo is synonymous with "pharmacy" in the public mind.

Faced with such a direct challenge, a Statutory Committee reference by Council must have been a distinct possibility, even without the intervention of an "individual member". But it is a slippery path. Would a Committee decision against the Co-ops be taken to the Courts and, if so, would it be upheld? If not, pharmacists would stand to lose a right to self-discipline that is fundamental to most professions.

PR pitfalls

Congratulations to Mr Bob Worby for getting on to radio twice in a week, once on the question of treatment for the common cold, and once to publicise the essential small pharmacies scheme. The latter was the first shot in the public relations exercise of the new-image Pharmaceutical Services Negotiating Committee—whose title appeared in the national Press even before chemist contractors (if such they may still be called) had been told of the change.

But the battle is almost won. The *Financial Times* reported that the Committee *decides* how much is paid to pharmacists from NHS funds. We trust Dr David Owen took due note!

Titles issue goes to Statutory Committee

Co-operative Society advertising in which restricted titles were used has been referred to the Statutory Committee of the Pharmaceutical Society. But the Co-operative Pharmacy Technical Panel declined to give an assurance about titles when its representatives met those of the Society on January 29.

Recent developments on advertising—including that of Boots Co—were reported to the Ethics Committee at last week's meeting of Council. During the discussions with the Co-ops, the Technical Panel had said that although it wished to co-operate with the Society and welcomed any advice, it would have to consider the advice in relation to its problems and come to its own conclusions. It was essential that it should be able to identify Co-operative pharmacy premises. For that reason it was introducing the new motif bearing the legend "Family Care and Beauty".

No assurances were given by the Panel that it would cease to use the word "pharmacy" in its advertising, although it seemed to be implied that, in due course, the motif might be used instead of the word "pharmacy". When asked by the panel what attitude the Council would take to the use of the new motif if used on its own, the Committee considered it undesirable to commit itself to a policy in connection with the use of the motif at the present time.

Complaint by a member

It was reported to the Ethics Committee that a member of the Society had complained to the Statutory Committee about a newspaper advertisement issued by a particular Co-operative company and about a general Co-operative advertisement in the national Press which contained restricted terms. An inquiry had been ordered by the chairman of the Statutory Committee.

While the solicitor instructed by the Statutory Committee had been instituting inquiries into those complaints, a letter had been received by the law department from the secretary of a local branch of the Society, drawing attention to yet a third advertisement issued under the name of the same Co-operative company. That advertisement had also been passed to the Statutory Committee. The referral of the third advertisement to the Statutory Committee by the law department was approved by the Ethics Committee.

Boots seek guidance

It was reported that a meeting had taken place between representatives of the Society and the Boots Co on January 23. Mr Silverman (superintendent chemist, Boots The Chemist Ltd) had been one of the representatives. Mr J. M. T. Ross, the

principal spokesman, had pointed out that Boots had not used the title "Boots the chemist" for a considerable period, and that had helped the Council in its advertising policy. The company now came to the Council for guidance on the present problem "as long as we can advertise medicines". The discussion had turned on whether it would be less objectionable for Boots to advertise those of its proprietary medicines which were available from most pharmacies. The question of the Boots logo type had been discussed and it had been pointed out that it was an important part of the organisation's advertising, since it applied to all the Boots companies.

Warning on baby milks: manufacturers' plans

Following last week's warning from the Department of Health on the risks of using unmodified cow's milk preparations in babies under six months (*C&D*, last week, p157), Wyeth Laboratories are planning a major increase in output of SMA and Gold Cap SMA.

The company's plant at Havant, Hants, will run at its full capacity of 12 million cans per annum, an increase of approximately 20 per cent on its current production. Some of the production already goes for export. A new canning plant in the Irish Republic, of a similar capacity, will also assist in supplying markets.

Cow & Gate Ltd, whose three low-solute preparations Premium, V formula and baby milk plus are on the "recom-

mended" list, have welcomed the Department's statement. As yet they are unable to say whether they will continue to market baby milk two, the unmodified preparation. "As a matter of courtesy" they would prefer to wait for the Government to approach them with their proposals before commenting on future policy but would follow any recommendations by "responsible paediatric authorities".

Glaxo-Farley Foods Ltd say the low-solute Ostermilk complete formula was introduced in November 1973 in anticipation of the findings of the Department's report on "Present day practice in infant feeding." The company does not intend to withdraw Ostermilk 2 at present—the continued supply is dependent on medical advice and Glaxo-Farley Foods would be prepared to modify the product if requested by the Department.

OFT sets up public register on consumer credit licences

A public register disclosing information about companies' and individuals' applications for licences under the Consumer Credit Act has been set up by the Office of Fair Trading in London, with local offices with access to the information in Scotland, Ulster and Wales. Open Monday to Friday (except public holidays) between 10 am and 3.30 pm, the offices are at Chancery House, 53 Chancery Lane, London WC2 1SP; 9 Hope Street, Edinburgh EH2 4EL; Department of Commerce for Northern Ireland, 176 Newtownbreda, Belfast; and Room 173 Government Buildings, Gabafla, Cardiff.

The opening of the register last week coincided with the starting date for applications for the first group of licences, covering credit reference agencies, debt collectors, debt adjusters and debt counsellors (*C&D*, January 10, p29). All individuals or companies involved in that sphere—including retailers introducing customers to hire purchase finance houses or giving credit—have until May 31 to apply for a licence.

'Placebo group' proposed as marketing club name

The Placebo Group is to be put forward for adoption as the name of the proposed pharmaceutical marketing club.

That was decided at the recent meeting of the group's steering committee. The name is to be proposed by the committee at the next full meeting of the group, planned for noon the New London Centre on March 5. Mr S. M. Peretz, president, Association of the British Pharmaceutical Industry, has been invited to give a talk at that meeting.

The steering committee also discussed the officers of the group, membership fee, and meetings. It was agreed that Mr J. M. Kirkness, who recently retired from service with the ABPI, should be invited to act as secretary, to be ratified later at the next steering committee meeting, and it was suggested that Lord Shawcross, chairman, Upjohn Ltd, be invited to act as chairman of the group. There was general agreement that the club's objectives should be:

☐ To provide a forum for the interchange

of ideas or relevant issues affecting the pharmaceutical industry;

☐ To provide a social and informal meeting for those involved in the industry;

☐ To provide a forum for speakers of note whose activities are relevant to the marketing of "ethical" pharmaceuticals;

☐ To promote, improve, develop and further the practice and standards of pharmaceutical marketing.

Membership

On membership it was agreed that the group should be limited to managers engaged in the pharmaceutical industry and their equivalents in advertising and similar spheres; such membership to be on a personal and not a company basis. A membership fee of £5 a year was proposed although one member felt £7.50 was more realistic. Meetings are planned to be held on the first Friday of every other month at noon, incorporating a lunch, and a provisional programme of speakers was suggested.

Mrs Williams launches 'Price Check'

The full extent of product categories in the voluntary price restraint scheme was revealed at a Press conference on Wednesday by Mrs Shirley Williams, Secretary for Prices and Consumer Protection.

As well as certain lines of medicinal, toiletry and photographic products, the scheme will include electric blankets, certain razor packs and blades and tampons (see last week, p180). Nationalised industry items included are inland letter post up to 100g and telephones.

Mrs Williams explained that the scheme—called Price Check as revealed in *C&D* last week (p158)—was designed to give positive assurance that some degree of stability of prices was returning; manufacturers and retailers had agreed to peg price rises to not more than 5 per cent over the next six months on certain lines in the absence of unforeseen circumstances. The agreement applied only to British made goods, and retailers could add items of their own choice within the agreed categories.

Asked about how retailers would know what items were in the scheme, Mrs Williams said they had been sent a preliminary list of categories, and the final list would be sent out to trade associations—who should be contacted first with any query, then the suppliers. Her Department was setting up an information unit for retailers.

Mr Campbell Adamson, director general, Confederation of British Industry, said that his organisation had recommended its members to notify items in the scheme on invoices and delivery notes.

Lord Redmayne, chairman, Retail Consortium, said the scheme had involved complex negotiations and had been arranged in "remarkably little time". He stressed that the items involved did not necessarily represent the "best buys" and he expected special offers and promotions to continue. Mrs Williams said she recognised the scheme could take some time to get off the ground in smaller shops.

The "merchandising kit" being sent out by the Department to retailers includes self-adhesive sheets for windows and doors with different sizes of the scheme's symbols—the words "price check" in black within red triangles—together with a poster on which items involved can be listed as being stocked.

Products involved

Lists of proprietary medicines and toiletries proposed for the scheme were published last week (p158). The following additional information has since become available (see next column).

Mrs Florence Greig, MPS, and Mr Charles Greig (centre), winners of the Savlon baby care window display competition, receive their £600 holiday vouchers from Mr Brian Harris, Goya International area manager (left). Mr Jim Spittal, area representative, also attended the presentation (right)



Soaps

Toilet soaps recommended by the Soap and Detergents Industries Association for inclusion in the scheme are the small size (about 3oz) of the following brands:

Albion Soap Co Ltd

Simple; milk and sulphur

Boots Co Ltd

Baby (3½oz); Olive green

H. Bronnley & Co Ltd

Lemon; Turtle oil

Colgate-Palmolive Ltd

Fresh

Cussons Sons & Co Ltd

Cold cream (4oz)

Interger Beauty Products

Concorde; Berkeley (shrink wrapper of four bars together)

Jean Sorrelle Ltd

English Complexion

Lever Brothers & Associates Ltd

Knight's Castille

Procter & Gamble Ltd

Fairy

Wright Layman & Umney Ltd

Sandalwood (4½oz)

Household soaps include:

Boots Co Ltd

Olive green; White Windsor

Lever Brothers & Associates Ltd

Lifebuoy; Sunlight

Procter & Gamble Ltd

Fairy

Photographic

Photographic products include products manufactured by Kodak Ltd, Polaroid (UK) Ltd and Ilford Ltd. The product categories are:

Cameras of a value below £15 wholesale prices

Polaroid film series 20, 80, 100

Amateur still films in the following formats: 110, 120, 126, 127, 135, 620 and 828 and refills for 135 cassettes

Amateur movie film in the following formats: double 8mm, super 8mm

Medicines

The Proprietary Association of Great Britain have announced changes in the list of medicines involved in the scheme (last week p158). The changes are:

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Cough and Cold remedies: Delete Placidex 100ml under E. C. De Witt & Co Ltd and add Secron 100ml; add, for Hills Pharmaceuticals Ltd, Hills adult bronchial balsam 100ml, 200ml, junior balsam 100ml, balsam pastilles 45g.

Antacids: Delete Secron 100ml under E. C. De Witt & Co Ltd; add Carter Wallace Ltd Sovol tablets 12.

The "base prices" of certain toiletry items in the scheme differ from those shown in *C&D* Price List, reflecting price changes just prior to the start of the scheme at manufacturing level on February 1. The changes are: Yardley Black Label shaving stick refill £0.55; Max Factor lipstick £0.57 and Charles of the Ritz lip pommade and liqui-frost £1.

Foods

Blackcurrant drinks recommended by the Food Manufacturers Federation and British Soft Drinks Council include a number of own-brands. However, Beecham Foods' Ribena is also involved.

December sales up 12 pc for chemists

Sales by chemists and photographic goods dealers in December were 12 per cent higher than the previous year, compared to a 15 per cent rise for business generally. Figures released by the Department of Industry show sales by independent chemists are up 11 per cent, giving a new index of 205 (1971 = 100); the index for all chemists now stands at 292 and all businesses 236. Figures for multiple and co-operative society chemists are not given, and NHS receipts are excluded from the calculation.

The final seasonally adjusted index of volume sales generally in December is 107 (1971 = 100), a little above the level of recent months according to the Department.

Complaint that chemists 'do not stick to their last'

It is not only the "rapacious" grocers who do not stick to their last, writes Mr M. H. Ward, Post Office Stores, Grantchester, in *The Grocer* last week.

Chemists sell all kinds of goods from glassware and china to chocolates and wines and spirits, he says. "If, as I understand, there is a move afoot to prevent shops like mine from selling items like cough mixtures, my customers—many of whom are aged and infirm—will have to suffer a two-mile walk to the nearest chemist to obtain their requirements."

Guild's relationship with ASTMS to be clarified

A document is to be prepared on the *modus operandi* of the Guild of Hospital Pharmacists section within the structure of the Association of Scientific, Technical and Managerial Staffs. This move was agreed at a meeting between a Guild delegation and the president and general secretary of ASTMS (Mr L. Wells and Mr C. Jenkins) which discussed the professional activities of the Guild within the union and the means whereby finances necessary for these activities should be made available by the union.

Reporting on the meeting to the Guild Council on January 30, the president, Mr C. Hetherington, said it had been pointed out "that if the Guild section was asking for professional activities to be included, this was not what had been negotiated." It was felt that there were really no differences between the council and the national executive committee of ASTMS. The *modus operandi* document will be discussed at the next council meeting and sent to the executive committee for approval.

Local meetings on 'review' paper

Council has now determined its position to the Review on the Pharmaceutical Services following the Noel Hall and NHS reorganisations. A paper showing this position will be prepared by Mr J. Mercer (divisional officer) and circulated to the membership as soon as possible. At the same time a series of meetings will be held throughout the country at which Mr Mercer, together with council members, will present the policy and obtain the views of members. Council hopes that as many as possible will attend the meetings so that members' reaction will be known at its next meeting at the end of March.

The paper setting out topics for discussion with the Minister for Health, Dr David Owen, was approved. It is hoped that a meeting will be arranged in the fairly near future.

Members were reminded that it is ASTMS policy that its members do not participate in Joint Consultative Committees at Area or Regional level. Anyone who disagrees with the policy is advised to use the normal ASTMS machinery if he wishes to alter it but in the meantime abide by the decision.

A presentation was made to Mr J. G. Roberts who was resigning from council, and tributes were paid to his contribution to Guild affairs over many years.

Call to continue JHP

A motion requesting continued publication of the *Journal of Hospital Pharmacy* was carried at the branch delegates meeting of the Guild on January 31. Mr R. Bird, ASTMS national officer responsible for NHS matters, spoke on the union's

involvement in the NHS and referred in particular to the junior hospital doctors' dispute and the financial state of the Health Service. Mr J. Mercer outlined the union's attitude to salary negotiations in the present economic situation, emphasising the importance of union membership and stressing that policies must be determined by members.

The annual meeting which followed was attended by over 70 members. The officers' reports were accepted and a tribute to the work of Mr C. H. P. Robinson, who has been the General Whitley Council representative of the Guild for many years, was carried with acclamation.

A motion to alter the composition of Guild council so that it would consist only of regional representatives was defeated by a large majority.

The following candidates were elected as national members to serve for the next two years: Miss S. C. Bettley, Mr A. M. S. Cullen, Mrs S. J. Foster, Dr E. Fullerton and Mr W. Mott. District members returned unopposed were: Mr S. Wozniak, Mr H. Gibbor, Mr W. T. Brookes, Mr H. H. Poole, Miss M. Bosworth, Mr J. W. B. Fish, Miss M. Hodges, Mr K. I. Munns. These, together with Mr J. D. Cronin, Miss M. Dinwoodie, Mr C. Hetherington, Mr C. Hitchings and Mr C. H. P. Robinson, constitute council.

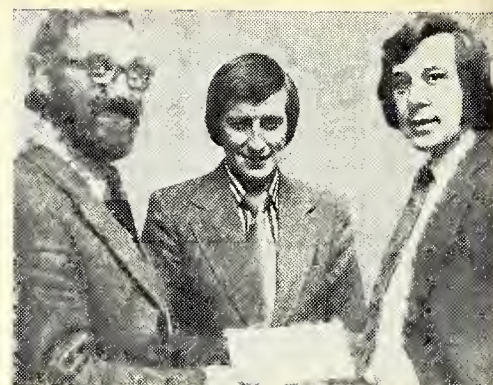
Further concern over cannabis definition

The Advisory Council on the Misuse of Drugs is reviewing the problems caused by the definition of cannabis under the Misuse of Drugs Act 1971.

A 17-year-old student, accused of being in possession of cannabis, was acquitted at Kingston Crown Court last week after the defence argued that cannabis leaf did not come under the section 37 definition: "Cannabis (except in the expression cannabis resin) means the flowering or fruiting tops of any plant of the genus *Cannabis* from which the resin has not been extracted."

Professor J. W. Fairbairn, professor of pharmacognosy, London University's school of pharmacy, gave evidence on the differences between the "flowering or fruiting tops" and the leaves alone. Previous similar cases have failed before the Appeal Court, but last week's defence argued that they did not have the benefit of a "botanical" witness as expert as Professor Fairbairn.

□ In a written Commons answer last week, Dr Summerskill said the Home Department was considering whether a scale of gravity for drug offences should be established and that a report was being prepared for publication.



Mr A. Gilroy (left) of M. W. & A. Taylor, Front Street, Annfield Plain, co Durham, has won first prize of a £200 holiday voucher in a chemist-only trade competition organised by Sterling Health Products. To win, Mr Gilroy had to answer questions about Monte Carlo and complete a slogan about Sterling Health. The presentation was made by Sterling Health representative Mr Keith Green (centre) and Mr Alan Rook (right), area sales manager

Tests show support tights give worthwhile control

Work carried out at Nottingham University suggests that support tights could give worthwhile control of varicose veins.

Professor P. H. Fentem and Marilyn Goddard, Department of Physiology and Pharmacology, University Hospital and Medical School, have devised a technique for comparing the support given by different garments and used it to test nylon-covered elastane support tights and stockings, nylon-covered rubber-core NHS stockings and non-supporting tights. The pressures exerted by the garments at ankle, calf and thigh levels were measured by fitting the hosiery over a large, flat, pig's bag placed around the volunteers' legs. To study how each garment could limit the size of a bulging varicose vein, a model resembling a real vein was placed between the leg and hosiery, filled with water and the resistance of the garment measured as the swelling increased.

All the support garments showed the highest pressure at the ankle and lowest at the thigh. The highest pressure recorded was from 250 denier, nylon-covered elastane support tights at the ankle (17.6mm Hg) and lowest from the non-supporting tights at all levels (below 1mm Hg). Using the vein model, the researchers found that although some garments only exerted low pressures around the leg, the pressure over the distended vein was much higher, eg the 115 denier nylon-covered elastane support tights exerted a pressure of only 6mm Hg around the calf but reduced the model vein's volume by one-fifth when it was distended to a pressure of 40mm Hg.

Further work is to be carried out on the performance of support garments after wash and wear, and how the fitting affects the support. The trial has been published in a recent *British Medical Journal*.

A spokesman from Personal Supports Ltd, who provided a grant for the research, told *C&D* that the results had provided useful evidence in the campaign for support tights to be available on NHS prescription.

Mrs Williams launches 'Price Check'

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Intergen Beauty Products

Concorde; Berkeley (shrink wrapper of four bars together)

Jean Sorrelle Ltd

English Complexion

Lever Brothers & Associates Ltd

Knight's Castille

Procter & Gamble Ltd

Fairy

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**A
BREAKTHROUGH**



**IN
PENSIONS**

TIME ASSURANCE is acknowledged as one of the established leaders in the provision of Personal Pensions for the Self Employed and others employed in a job without a pension.

We have now introduced a new

SINGLE PREMIUM GUARANTEED RETIREMENT INCOME BOND

which represents a BREAKTHROUGH in pension arrangements for those whose earnings fluctuate from year to year.

Any pension ultimately depends upon the rate of interest which the Pension Fund can earn, so your contributions are invested in high yielding, long dated BRITISH GOVERNMENT SECURITIES and your pension is calculated according to the yield we can obtain on the day your contribution is received. The yardstick we use is 2½% Treasury Stock, as quoted in the Financial Times, on the day the premium is received.

The amount of GUARANTEED pension is thus fixed from the outset.

What could be more simple — more safe or more fair.

FOR EXAMPLE — If a man aged 50 next birthday pays a single premium of £1,000 for a pension to commence on his 65th birthday, and on the day his cheque was received the yield on 2½% Treasury Stock was 15.00%, his GUARANTEED pension at age 65 would be £550 per annum. If the yield was 14.50%, his pension would be £532 per annum, and a yield of 15.25% would give a pension of £559.

MAXIMUM INVESTMENT — this varies between £1,500 and £2,000 in any one year, according to your age, LESS any other contributions paid for a retirement annuity. The minimum investment accepted is £100.

TAX RELIEF — A single premium paid by an eligible person towards a pension, qualifies, within limits, for FULL tax relief at the HIGHEST rate of tax you pay — your earnings for the year being reduced by the amount of your pension contribution before tax is assessed. Tax relief in any year is restricted to relief on 15% of your earnings (increasing to 20% for older ages), but any excess contributions may be carried forward for tax relief in future years.

This Single Premium Pension Bond is particularly suitable for the older self employed and for those with widely fluctuating incomes. For younger people and those whose income is more stable, we recommend the Annual Premium Bond.

ANNUAL PREMIUM PENSION BOND

This is a "with profits" Bond, where a fixed annual premium provides a basic guaranteed pension at pension age and to this are added bonuses, as declared by the Society from time to time.

EXAMPLE

A man aged 35 next birthday, paying an annual contribution of £200, could expect to receive a pension at age 65 as follows:—

Basic Guaranteed Pension (minimum) : £1,171.80 p.a.

Total Estimated Pension : £4,147.47 p.a.

(Assuming bonuses continue at present rates)

TAX RELIEF

The contribution of £200 would be deducted from his earned income before tax is applied and if he is paying tax at basic rate only, his tax relief (at present rates) would amount to £70.00, making the net cost of his pension only £130 a year.

Annual premiums may be paid by monthly, quarterly, or half-yearly instalments.

IF YOU ARE SELF EMPLOYED OR IN A JOB WITHOUT A PENSION SEND FOR FULL DETAILS, INCLUDING A PERSONAL ILLUSTRATION (WITHOUT OBLIGATION) BY COMPLETING THE COUPON BELOW:

Name (Mr. Mrs. Miss)

Address

Occupation

Date of Birth

I am interested in a personal illustration for

a. Single contribution of : £

b. Annual contribution of : £

for a pension to
commence at age
.....
(60, 65 or 70)

TIME ASSURANCE SOCIETY
45 Queens Road . Oldham . Lancs.

TUCK THIS FLAP IN

Fold Here

Postage
will be
paid by
licensee

Do not affix Postage Stamps if posted in
Gt. Britain, Channel Islands or N. Ireland

BUSINESS REPLY SERVICE
Licence No. O.L. 8

TIME ASSURANCE SOCIETY
45 QUEENS ROAD
OLDHAM LANCs.
OL8 2YZ

121

Fold Here

Supplement to Chemist & Druggist Feb. 14th.

THE COLD RUSH IS ON!



Smart new packs for all the Beecham's Powders lines to freshen mid-winter displays.

These are the cold and flu months, when Britain's best selling cough and cold remedies sell best of all . . . and when they're extra heavily supported both on TV and Press. So check your stocks and re-order now. Remember your displays too . . . the more your customers see you stock these brand leaders, the more you'll sell.

BEECHAM PROPRIETARIES LIMITED, BRENTFORD, MIDDLESEX

**BEECHAM
HOME
MEDICINES**

-best sellers all round

Westminster report

Support for Bill on pre-natal injuries

The Congenital Disabilities (Civil Liability) Bill, which would improve the legal position of children injured by events occurring before birth, was given an unopposed second reading in the Commons last week.

This Private Member's Bill implements the recommendations of the Law Commission which reported in 1974 that a child should have the legal right to claim compensation for pre-natal injury where there was a liability in common law for any act or omission causing pre-natal injury. Moving the measure, Mr Ray Carter said that the thalidomide tragedy had left society totally unprepared—it was difficult to determine liability because the rights of an unborn child were extremely vague.

He denied that the Bill would put a brake on new developments of drug manufacture but agreed there was ample evidence of children being born with deformities due to faulty processes and products. "The fact that the Bill clarifies the nature of legal duties to parent and child will in itself give an impetus to the drug manufacturers and others to have regard to their duties."

Mr Leo Abse said it would be unworthy to continue with a framework of law which provided an excess of legal immunity to the innovatory drug manufacturer. "We need to be confident that our drug manufacturers . . . know that a disabled child, because they failed to make exhaustive researches into teratogenic agents, or failed to publicise their findings, or failed to advertise the necessary admonitions, is a child whom they cannot shrug off . . . Or if a doctor, without reasonable care, in defiance of proper professional standards, unnecessarily gives a drug such as stilboestrol to a pregnant woman which later leads, as it can, to vaginal cancer in her adolescent daughter, it cannot be regarded as worthy of our laws that we are not certain that a helping hand can be given by the courts to the unfortunate young woman."

Protection through Medicines Act

Mr Ian Percival pointed out that the greatest protection in regard to drugs must come through the provisions of the Medicine Acts and, if necessary, the strengthening of the Acts. In any future case similar to the thalidomide tragedy, the drug would have gone through the testing procedure and would have had to comply with the Medicines Act. "To suggest that the proof of fault in such a case would be easy is misleading," he said.

Mrs Millie Miller suggested that food additives, colouring agents and the contents of domestic aerosols should all come clearly within the confines of the Bill where it could be proved that a child had

suffered damage resulting from their use. Turning to the recent discussions on whether oral contraceptives should be available off prescription she asked, "What will happen if an untrained person—a chemist's assistant, for example—is permitted to sell across the counter drugs which carry a potential danger to future generations?" She was concerned there would be no monitoring of side effects if oral contraceptives were less strictly controlled.

Further amendment sought to West Midlands Bill

Mr Eric Ogden, the Pharmaceutical Society's Parliamentary adviser, has put down a motion to remove that part of the West Midlands County Council Bill giving the local authority power to supply pharmaceutical and cosmetic products. The motion states that "it should be an instruction to the Committee to leave out paragraph (k) of clause 5(1)." The Bill was to be read a second time on Wednesday after C&D went to press.

Early ratification call on European patents

Two back-bench MPs have tabled a motion calling on the Government to introduce the European Patent Convention early in the present Parliamentary session to enable it to be ratified before the end of 1976. The motion urges the Government to take steps which would enable Britain to play a fully effective role so the UK may become a founder member of the European patent system.

Code for complaints

Mrs Barbara Castle, Secretary for Social Services, has announced that the Government has accepted the main recommendation of the Davies Committee, made in December 1973, that health authorities should have a written uniform code of practice for handling patients' complaints. In a Commons written answer she said that the code would be subject to detailed consultation with health service authorities, staff organisations and professional bodies.

Safety laws to be reviewed

Proposals to strengthen the present consumer protection laws will be included in a consultative document to be published as a Green Paper on February 17. That was stated by Mr Alan Williams, Minister of State for Prices and Consumer Protection, last week. Replying to a Commons question he added that he hoped the document would encourage "wide-ranging public discussion".

Water preferred to tablets

Government preferences for a general fluoridation of water supplies as opposed to the use of fluoride in tablets or toothpastes has again been underlined in the Commons by Dr David Owen, Minister of State for Health.

Sir Brandon Rhys Williams asked "Instead of encouraging compulsory mass medication through the water supply, would not the Department do better to encourage the sale of suitably medicated

sweets and toothpastes as a way of introducing fluoride?" Dr Owen replied "All the evidence shows that that is nowhere near as effective as fluoridation. We are not encouraging mass fluoridation. This is a decision to be taken by area health authorities in the light of their preventive health responsibilities."

'Smaller businesses bureau' for Conservatives

The Conservative Party is to set up a "smaller businesses bureau" to collate and analyse the views and special problems of small businesses to ensure the Party is fully aware of them. The bureau is to operate at Conservative Central Office under the direction of Mr Andrew Rowe, director of community affairs and youth, who will work in close co-operation with Mr David Mitchell, MP, and his colleagues on the Parliamentary Smaller Businesses Committee.

Pharmaceutical services fees £45m in 1974-75

Fees paid for pharmaceutical services provided under the National Health Service in England in the financial year 1974/75 were £54m, Dr David Owen, Minister of State for Health, told the Commons on Tuesday. Replying to a question from Sir Peter Rawlinson, he added that on cost allowances and the cost of drugs were also paid to pharmacists.

Stock relief to stay

New assurances designed to remove uncertainty about the future of deferred tax liability on stock appreciation were given by Mr Denis Healey, Chancellor of the Exchequer, during the unemployment debate in the Commons recently.

He said his next Budget would contain proposals for the continuation of stock relief in some form and there would be no general withdrawal of past relief.

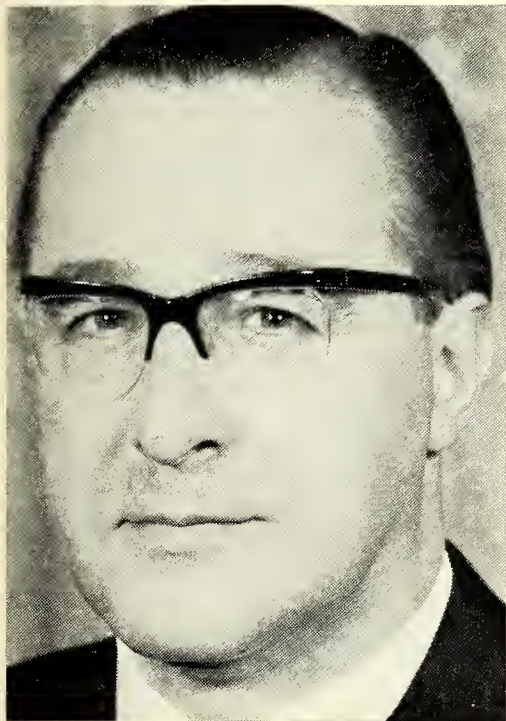
Treasury monitoring VAT

The results of a Treasury monitoring exercise on certain aspects of VAT will be available for consideration before the Chancellor makes his next Budget statement. Mr Robert Sheldon, Financial Secretary to the Treasury, told the Commons that after being pressed by Labour and Conservative MPs to mitigate the effect of 25 per cent rate of VAT on a number of products. The Budget is scheduled for April 6.

New licence conditions

A Bill which would allow the Home Office to attach conditions to licences issued under the Cruelty to Animal Act 1876, was published recently. Sponsored by Mr Ivor Stanbrook, MP, the Cruelty to Animal Act 1876 (Amendment) Bill (HM Stationery Office, Commons Bill 32, 8p) seeks that the Secretary of State be allowed to attach a condition to a licence "that no experiment on a living animal shall be performed under the authority thereof if the licensee knows or believes that the purpose of the experiment can be achieved by alternative means not involving an experiment on a living animal."

People



Mr D. F. Lewis

Mr D. F. Lewis, secretary and registrar of the Pharmaceutical Society of Great Britain, recently completed 25 years as a member of the Society's staff. To mark the occasion, the president, Mr J. P. Bannerman, presented Mr Lewis with a pair of binoculars at last week's Council meeting. Mr Lewis qualified in 1945 from London University and joined the Society's staff in 1951. He was called to the Bar at Gray's Inn in 1958.

Professor P. H. Elworthy has accepted the award of the Harrison Memorial medal for 1976, and will present the memorial lecture on December 1.

Dr F. Sanger, CBE, FRS (Medical Research Council's laboratory of molecular biology, university postgraduate medical school, Cambridge) has accepted the award of the Hanbury Memorial medal for 1976. Dr Sanger has published papers on the chemistry of insulin and the structure of nucleic acids. He was awarded the Nobel Prize for chemistry in 1958.

Professor Paul Turner, professor of clinical pharmacology, St Bartholomew's Hospital, London, and member of the Pharmaceutical Society's Council, and **Mr R. G. Worby**, member of the Pharmaceutical Services Negotiating Committee, were interviewed on the BBC radio programme "You and yours" last Friday on cough and cold remedies. Both said that they themselves took nothing stronger than brandy/whisky, hot milk or a couple of aspirins when they had a cold.

Deaths

Coutts: On January 31, Mr Thomas Coutts, MPS, 29 Kings Gate, Aberdeen. Mr Coutts qualified in 1929.

Topical reflections

BY XRAYSER

Design

Among other matters covered last week in connection with the National Health Service—I hope I am right in so describing it, for in these days of Family Practitioner Committees and the Pharmaceutical Services Negotiating Committee, together with FP 10, I may have missed something—there appears information concerning a change in the format of the prescription form in England and Wales (and similar changes in Scotland).

There is a major change in the inclusion of a "box" on the form where the doctor will be able to indicate the number of days' treatment required, and I observe that both the Central NHS (Chemist Contractors) Committee for England and Wales and the Pharmaceutical Society's Scottish Department have intimated acceptance of the proposal. (I am not quite clear why the difference. I should have thought that the decision was of a professional nature and that the Society would have taken the decision in both cases, but since both bodies came to the same conclusion the matter is perhaps academic. In principle, I think the Society should have been the body consulted.)

I think it would have been better to reject the proposal out of hand, if not, indeed to make it an offence to write a prescription in such a slovenly manner. In a straightforward case, I see no reason why the prescriber cannot write 28 tablets, one four times daily, instead of one four times daily for seven days. The practice has been creeping in for some little time now, and I don't know where it originated—or why. I have already met it with directions of one or two daily, or two or three at bedtime, and I found some considerable difficulty in applying the rule to m.d.u. I have even met a "duration" quantity direction on eye ointments.

There are innumerable instances which make the method inoperable, for example "one when required for pain". And these are not imaginary applications. I have met all of them. The proposed change seems to me to be of more moment than the substitution of "pharmacist's pack endorsement" for the words "chemist's pack endorsement".

Decline

Damage to the fabric of communities occasioned by changes in shopping habits is causing concern in Liverpool, according to a report on p179. The phenomenon is not confined to Liverpool. The growth of large stores in which it is possible to buy anything from a bedroom suite to fish fingers—a state of affairs that makes the efforts of dear Little Buttercup pale into insignificance—has contributed to the change, even that has been altered again by the growth of self-service stores in which baskets are filled apparently at random. It would be impossible to enumerate all the reasons for the steady disappearance of the small shop. Slum clearance and demolition played their part, and the replacement consisted of shops at rents which were high, but might have been still possible to meet, but for the fact that the population became considerably more mobile and less inclined to buy on the doorstep.

Added to all that was the biggest change of all, perhaps, with the abolition of resale price maintenance and the efforts, vain in many cases, to undercut the larger stores and supermarkets, and the end of that gigantic struggle is not yet in sight. But the number of small shops continues to contract. Lord Redmayne, chairman of the Retail Consortium, is reported in last week's issue as saying the essence of success is, once more, the achievement of cash profit by volume sales at a low margin, but that it has been over-accentuated at the present time as a result of excessive price control at retail level. He also refers to artificially-induced competition in the High Street. It is a world of conflict.

New products and packs

Photographic

Two lower price Polaroid cameras
Polaroid (UK) Ltd have announced two low-price instant picture cameras—the Swinger EE (£14.50) and Super Colour Swinger III (£29.65).

The Swinger EE is described as the simplest, easiest to use camera the company has ever offered—exposure is controlled automatically, either in daylight or when using a flashcube, by a new electronic eye shutter system powered by two AA size 1.5 volt batteries. Using Type 87 black and white film, the camera has an adjustable neck strap and shutter release lock.

The Super Colour Swinger III accepts a range of films including rectangular format Type 108 Polarcolor 2, 107C black and white, 105 positive/negative, 88 Polarcolor 2 and 87 black and white. The viewfinder automatically adjusts to suit the film format as the filmpack is loaded into the camera.

Exposure is controlled automatically by an electronic shutter system, and the lens system—*f*/9.2, 113.5mm Polatriplet—is described as a highly corrected three element system capable of producing excellent quality images on black and white and colour films. Other features include film selector for 3,000 ASA and 75 ASA equivalent film speeds, built-in flashcube socket and diffuser, and tripod socket (Polaroid (UK) Ltd, Ashley Road, St Albans, Herts).

Hosiery

Stocking tights introduced

A combination of stockings and tights has been introduced by Tytex Hosiery Ltd. Instead of buying a pair of tights the customer can buy five separate legs, each on its own waistband (see illustration). The legs can be changed as they ladder. Tytex stocking tights (£0.99) are recommended particularly for women suffering from cystitis as they combine the freedom of



tights with the hygiene advantages of stockings (Tytex Hosiery Ltd, 65 Webbs Road, London SW11 6SD).

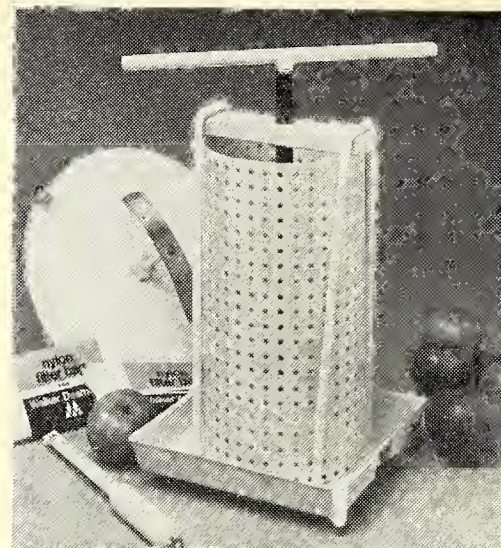
More tights from Pretty Polly

Pretty Polly are introducing Non-stop "sheer comfort" tights in Lycra and Tendrelle nylon (£0.65). These tights, available mid-March, will be Pretty Polly's sheerest support style and are made in three sizes, five shades. A second new style, available early April, is a control top pantyhose called Trim tights (£0.65), with a Lycra top that acts like a light-weight girdle. These tights are made in two sizes and four shades (Pretty Polly Ltd, 55 New Bond Street, London W1).

Cosmetics and toiletries

Aid to nail strength

Woltz Italiana have introduced Keranail (£1.55), an application designed to maintain moisture in nail keratin. It is said to promote spreading of the nail plates, to strengthen the nail layers and to guard against splitting of horny tissue. Initially



it is to be used daily for six days, morning and evening, and thereafter once a week to maintain the condition. Keranail also acts as a nail enamel remover (Fontarel Ltd, Servier House, Horsenden Lane South, Perivale, Middlesex).

Home winemaking

Redesigned press

Redesigning and simplified construction have enabled Walker Desmond to increase performance and lower the price of their 4½ litre wine press (£14.95).

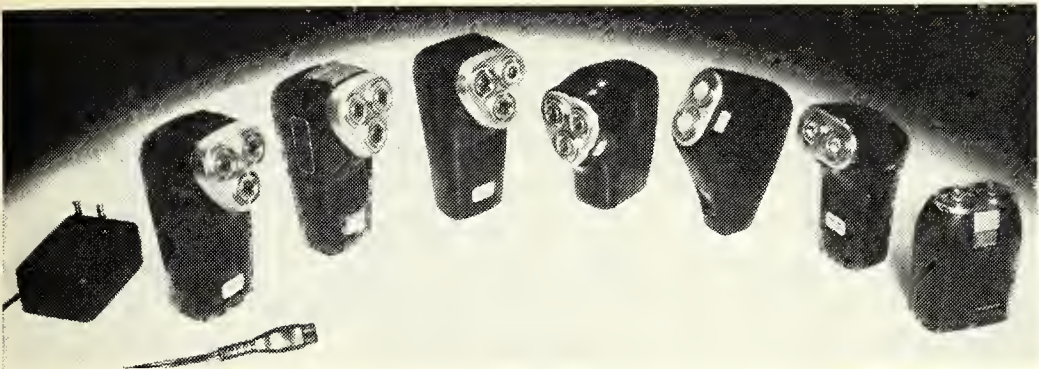
The press, which has a hygienic white nylon coating, is fitted with a polypropylene juice collecting tray and comes with a clear plastic spray shield for use when pressing fruit. The hand operated screw piston—tested to pressures in excess of one ton—is now removable and fits between two pairs of coated steel legs which gives the unit greater rigidity over the previous design (Walker Desmond & Sons Ltd, Lever Street, Hazel Grove, Stockport SK7 4EN).

Health foods

Panax ginseng capsules

Carters of Shipley have added Panax ginseng capsules to their range of natural food supplements. Each capsule (100, £2.50) contains 250mg Korean ginseng root in a base of natural vegetable oils. Packs of 1,000 are also available (£15.12 trade) with discounts for purchases of five or more. The recommended dose is one or more capsules daily as a dietary supplement (Carter Bros, Glen Laboratories, Shipley, Yorks BD17 7AQ).

The Winter Metatone* Bonus is



New Philishave models (left to right) rechargeable (HP 1310), exclusive (HP1121), de luxe (HP1126), special (HP1138), standard (HP1134), battery de luxe (HP1207) and compact battery (HP1213)

Electrical

Philishaves redesigned

"Simply the best electric shaver in the world" was the claim made by John Rock, Philips' Philishave marketing manager, when he introduced a newly designed range of shavers this week.

During the 11 weeks beginning April 19, Philips are to spend £400,000 in advertising the new range. There will also be "co-operative" advertising with stockists, new point-of-sale display material, window banners and promotion leaflets.

The new shaver head comprises three 12-blade cutters of special design which, combined with a reduction of speed and increased contact pressure to cut more hairs and reduce "bounce", gives much better performance to all new Philishave three-headed models.

Further design improvements are the mounting of the cutters and improved cutter shape, which allows stubble dust to clear more easily, and improved trimmer teeth edges which now enable a closer and more efficient trim. In addition the shaving head has been spring-mounted for easy removal in the top three mains models.

The new Philishave "family" has also been dramatically changed in appearance. All shavers now have sleek, easy-to-hold designs, share a finish of matt black and satin chrome, and incorporate special grip and switch designs.

In 1975, Philishave held 48 per cent of the electric shaver market and John Rock forecasts an increase of that share in 1976 in spite of adverse economic conditions.

The range includes: Philishave rechargeable, HP1310 (£36.99) which provides two to three weeks shaving with each recharge.

The Philishave exclusive HP1121 (£27.99) has a nine-position "closeness control" to enable "comfort-settings" to be selected to suit all combinations of beard toughness and skin sensitivity. Model 1126, the Philishave de luxe (£23.99), like the exclusive and the rechargeable models, has a new shape, a shaver head that is angled to give a "new standard" in shaving comfort.

Two other models are the HP1138, Philishave special (£20.99), which also has 12 blade cutters, and the HP1134 standard model (£16.99) with the double head. Also with a "twin head" is the HP1213 Philishave battery compact (£10.99) and the HP1207, a battery de luxe model (£12.50). To complete the range is the foil head shaver XTR7 (£19.95) (Philips Electrical Ltd, Century House, Shaftesbury Avenue, London WC2H 8AS).

Sundries

Mansize tissues—plus comfort

Kimberly-Clark recently launched a new tissue handkerchief in the Tyne-Tees and Border television areas—Kleenex Gentle Touch. The product is said to combine all the advantages of a large, mansize product (1ft square) with the strength and comfort of a three-ply paper handkerchief.

Kleenex Gentle Touch are packed 65 to a box, which features a muted flower design in blue and green, and on the back highlights the construction with the slogan "The magazine tissue with the extra layer." Outers are corrugated cases of 24 packs and shrinkwraps of 12 for cash and carry and wholesale outlets. Retail price should be similar to top quality mansize tissues (Kimberly-Clark Ltd, Larkfield, Maidstone, Kent).



Prescription specialities

G-500 tablets

Manufacturer Arthur H. Cox & Co Ltd, 93 Lewes Road, Brighton BN2 3QJ

Description Orange coloured, enteric-coated, bi-convex tablet containing hexamine mandelate 250mg, dl methionine 250mg

Indications Chronic or recurrent urinary tract infections

Contraindications Impaired renal function. Should not be given with some sulphonamides as crystalluria may occur. Methionine incompatible with iproniazid

Dosage Adults: Initially two tablets four times daily for a week adjusted until urine just acid. Maximum 16 daily in four doses.

Children: 14mg per kg bodyweight four times daily adjusted as above

Precautions May interfere with tests for urinary excretion of 17-hydroxycorticosteroids by colorimetric method with phenylhydrazine

Side effects Skin rashes. Painful and frequent micturition, cystitis and haematuria may occur with large doses

Storage In air-tight containers in a cool place, protected from light

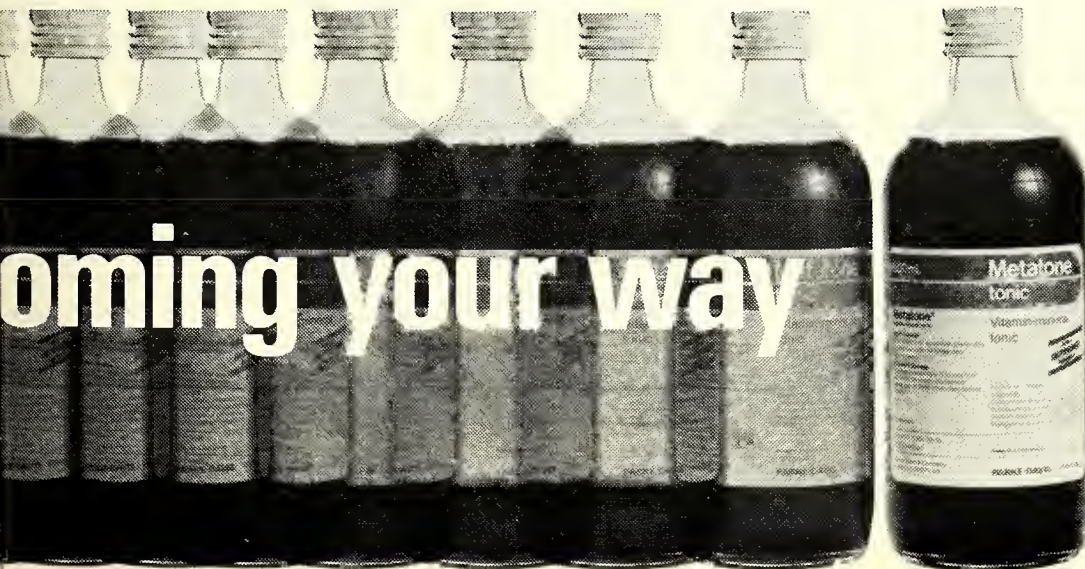
Packs 250 tablets (£1.51 trade)

Issued February 1976

Notes Methionine included to maintain pH of urine at about 5. G-500 was previously marketed by WB Pharmaceuticals Ltd.

Suppositories discontinued

Lasonil suppositories have been discontinued and Bayer UK Ltd, pharmaceutical division, Haywards Heath, West Sussex RH16 1TP, say that stocks should be sold out, not returned for credit.



Let Parke, Davis help you and your customers through the Winter with Metatone.

Starting on the 1st January, 1976 and running through to the 31st March, 1976, Metatone 250ml and 500ml packs will be available on a special Winter Bonus offer.

Full details are available from your Parke, Davis Representative.

PARKE-DAVIS

Full information on Metatone including data sheet is available on request from Parke, Davis and Company (Inc USA Liability Ltd), Pontypool Gwent, NP4 8YH. Tel: Pontypool (049 55) 2468.

SELECTIVE PRICE RESTRAINT: THE FACTS.

HERE'S WHAT IT'S ALL ABOUT.

Over the next six months, selective price restraint is going to be a part of everybody's life, especially yours.

Quite simply, it's a part of the country's fight against inflation.

It's a voluntary agreement that's been developed through close co-operation between retailers' and manufacturers' associations and the government.

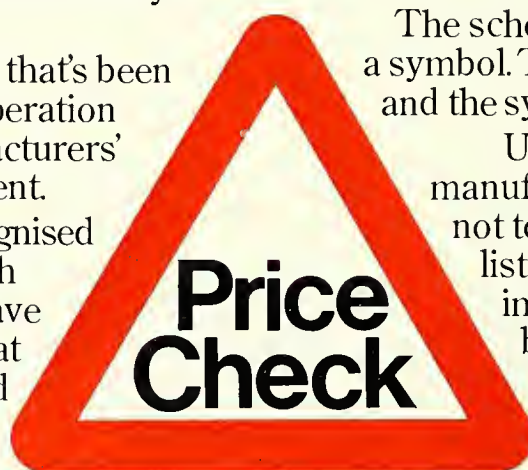
The government have recognised that the profit margins of both manufacturers and retailers have been "at very low levels...putting at risk both future employment and investment" (Shirley Williams, House of Commons, 27/1/76).

Nevertheless, the Retail Consortium, the Confederation of British Industry and other interested organisations have agreed to recommend it to their members.

The scheme has been given a name and a symbol. The name is "Price Check," and the symbol is the triangle you see here.

Under this scheme, co-operating manufacturers and retailers will agree not to increase the prices of a selected list of goods and services, many important to the family budget, by more than 5% over 6 months.

The scheme begins at retail level on February 16th.



THESE ARE SOME OF THE GOODS
IT MAY APPLY TO IN YOUR TRADE.

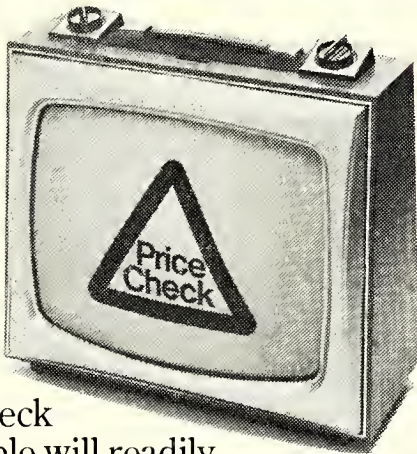
- Writing paper, pens, pencils and most other stationery items
- Household bar soap
- Some 3 oz. sizes of toilet soap
- Smaller sizes of toothpaste
- Smaller sizes of shaving stick refills
- Smaller sizes of lipsticks
- Cheaper cameras
- Amateur Photographic film
- A range of proprietary medicines
- Some electric power drills and attachments
- Some electric lawn mowers and hedge trimmers
- A basic range of hand tools
- A wide range of domestic electrical appliances
- 60W electric light bulbs

YOUR CUSTOMERS WILL KNOW
ALL ABOUT IT.

Price Check will be launched with a heavy national Press and TV advertising campaign beginning February 14th.

It will explain the scheme and feature the sort of products covered by it.

We will also feature the Price Check triangle so that people will readily identify the scheme.



THIS IS THE PART YOU CAN PLAY.

Like manufacturers, retailers are being asked not to increase their selling prices of price checked items by more than 5% during the six months of the scheme, subject to safeguards.

Your customers will be looking for the Price Check symbol.

So to help you to merchandise your Price Check goods, we have prepared a merchandising kit, comprising Price Check stickers for displays, shelves, windows and doors.



This merchandising material is being distributed free to retailers.

Of course, it must only be used when retailers are satisfied that the items they identify are within the terms of the Price Check scheme.

If you have not received your kit by February 16th, you can get one by sending the coupon below.

You are, of course, free to adapt the material or reproduce it yourself.

If you need a reference of the Price Check symbol, let us know by filling in the coupon below and sending it to the following address:

Price Check, P.O. Box 300, Hendon Road, Sunderland SR9 9XZ.

Name: _____
Address: _____
Town: _____
County: _____

I have not yet received a merchandising kit, please send me one ☐
I wish to print my own additional material, please send an artwork reference of the Price Check symbol ☐

Tick which you require.

Trade News

Rainbow story blind from Robinsons

Robinsons Baby Foods believe the rainbow story blind, their latest promotion, is not only a colourful addition to the nursery but also a source of learning for babies and young children.

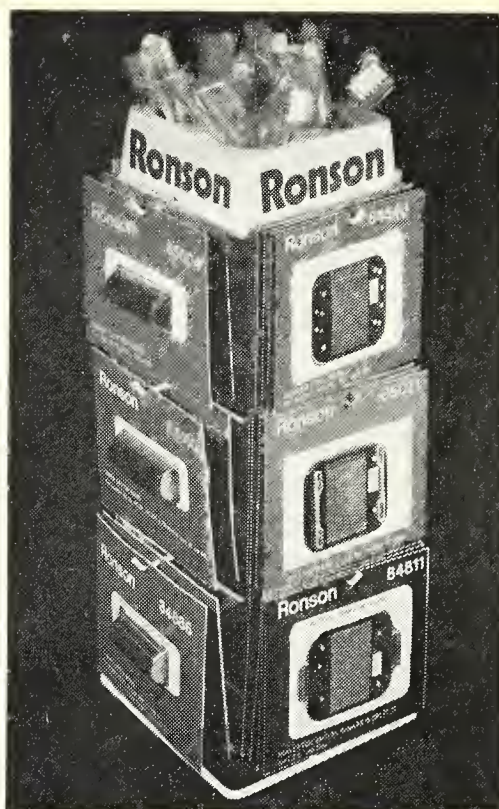
The window blind is made up of bands of bright colours, numbered from 1-10, each depicting different objects which tell a story. It has been printed by Picture Blind Co and comes in two sizes, both in kit form with instructions for assembly. Both the small size (about 3ft x 5ft) and the large size (about 4ft x 6ft) can be trimmed to fit the window exactly. Consumers can obtain the small blind by sending off £7 plus 10 packet tops from any of Robinson's baby foods or cereals, or £9 plus 10 packet tops for the large blind—both inclusive of post and packing. These prices constitute a saving of some £5 over the normal retail prices of similar printed blinds.

The offer will be featured on the Propa-film wrapping of baby food one and two packs and on the back panel of the baby cereals packs. Cheques and postal orders payable to Reckitt & Colman Products Ltd should be sent to Robinson's rainbow story blind, Box RSB1, Carrow, Norwich NRE 2DD. The offer will continue until June 30 or while stocks last.

Marketing plans for Carresin

Richards & Appleby Ltd, Derby Street, Ormskirk, Lancs, are re-launching Carresin baby lotion. Free samples are being offered to health visitors through advertisements in *Health Visitor*. Repackaging and promotions are being planned for April. A pharmacy-only product, Carresin contains no bactericide but cleans, leaves a protective film on the skin and should be used at each nappy change.

The new display outer for Freezone corn remover from International Chemical Co Ltd, 11 Chenies Street, London WC1 7ET, has been re-designed to achieve maximum impact at point of sale



Sales of Ronson shaver and toothbrush spares can be boosted with this new, rotating counter unit. Just over one foot high, it holds 24 assorted foils, 12 assorted cutters and 24 brush heads. Total recommended retail price is £66.75 and Ronson Products Ltd are offering the fully-stocked unit direct at an introductory price of £38.15 plus VAT.

Elnett on television

A new television campaign for L'Oreal's Elnett hairspray begins on February 16 and will run nationally for four weeks with an average of thirty 30-second spots per area. The anticipated coverage is 90 per cent of women with an expectation that each will have an opportunity to see the commercial more than five times. The Wagon-Lit film with the copy claim "Elnett—the world's most unnoticeable hairspray", is to be used again in the campaign.

Peter Croome, group product manager, says Elnett is particularly susceptible to television advertising. "We always notice an upsurge in sales during and after television exposure."

Gardening series 'completed'

Pan Britannica Industries Ltd, Waltham Cross, Herts, have published "Vegetable Plotter", a 36-page guide to vegetable growing (£0.30) by Dr David G. Hessayon. The book complements the author's "Be your own expert" series and the five books are now being offered as a slip-case collection under the title "Complete garden expert" at £1.20.

Campaign for rough skin remover

Scholl's rough skin remover is to be backed by the most intensive Press campaign ever for a single Scholl foot care product. The £60,000 campaign will run from March to August in 14 major women's magazines, using full and half-pages in colour and majoring on the cream's advantages over pumice stone.

The copy describes the gentle, cosmetic action of the cream in rubbing away the dry rough skin whilst moisturising the

young skin underneath. A similar campaign in 1975 helped to double sales, say Scholl (UK) Ltd, 182 St John Street, London EC1P 1DH, who offer the product in display outers containing 24 tubes and carrying the same advertising theme.

Japanese chemicals offered

L. J. Rickards & Co Ltd, MacKenzie House, 221 Beckenham Road, Beckenham, Kent BR3 4UF, say they are now exclusively representing in the UK on a direct basis Tanabe Seiyaku Co Ltd, Japan. The range of chemicals supplied by Tanabe covers food additives, vitamins, amino acids, fine chemicals, intermediates, enzymes and tablet coating agents and stocks are being held in Europe for prompt delivery.

Promotions on tissues

Kleenex for Men is being supported by television advertising and a new pack.

Two 15-second commercials running alternately convey the brand's value for money and the theme is reinforced with bold on-pack statements of content and sheet size. Based on the red, white and blue quadrant, the new design features a wavy line and is brighter coloured.

Additional promotions by Kimberly-Clark Ltd, Larkfield, Maidstone, Kent, include flashed "At least 1½p off" packs for Bright and Beautiful soft white tissues. Best-selling colours of Kleenex towels—blue all-over pattern, orange border pattern and plain white—have been launched in polysacks of nine twin packs; conventional corrugated cases continue to be available. Tens packs of Kotex "loop" feminine towels are also flashed—with a 6p coupon, redeemable against next purchase.



Nailoid display and offer

A display unit has been designed for new stockists to try out the Nailoid polish range. It costs £11.57 and holds eight pearls, six creams, natural and colourless polishes, plus six bottles of polish remover.

Richards & Appleby Ltd, Derby Street, Ormskirk, Lancs, are also currently offering the consumer a 25cc bottle of Nailoid polish remover with Nailoid polishes. Also on offer is Gem dry shampoo in the puffer pack to retail at £0.20 instead of the normal £0.24. Both offers are until the end of March.

Continued on p206

A helping hand from Nulon.

- * A great new TV Campaign during February, March and April.
- * The Nulon girl on hand to help you make the most of it.
- * A full range of supporting material at point-of-sale.

You'll be in the pink with Nulon!





If your customers don't like a certain style of Foster Grants, don't worry



our rep will exchange slow moving styles for fast moving styles.

As well as the sell or exchange scheme, Foster Grant will be running more heavyweight TV advertising.

The glasses themselves will all be pre-priced, on preloaded display stands, complete with pilfer proof tags.

Only a new Ice Age can stop you making a lot of money with Foster Grant sunglasses in 1976.

Foster Grant.

We've got the looks, the lens and the sales.

Trade news

Continued from p202

The cost of a representative

The costs of operating sales representatives in the UK have risen by nearly 25 per cent in the past year according to the latest survey carried out by Sales Force Ltd in conjunction with *The Financial Times*. The survey covered 48 major manufacturers employing representatives to call on wholesalers and retailers, including manufacturers and importers of foods, alcoholic and non-alcoholic drink, confectionery, non-prescription medicines and do-it-yourself products.

The overall cost increase was 24.3 per cent in 13 months, which the survey authors say is probably not surprising in view of the rate of inflation. However, they add that the details provide insight into how companies have succeeded in buffering the cost increase of individual items which make up the overall budget—the most significant is a decline in representatives being paid to stay away from home overnight and incurring hotel expenses (and reflecting the increasing proportion of turnover done by buyers resident in the principal towns and main conurbations), but car travel expenses have increased substantially, fully compensating for the overnight savings.

Actual average remuneration of representatives has increased by some 40 per cent when commission, insurance and pension benefits are included. And increased out of proportion to the average are the cost of sales analysis (83 per cent) and the cost of training (173 per cent)—total costs are well over £8,000 per salesman per annum (Sales Force Ltd, 1 Berners Street, London W1P 3AG).

Spring campaign for Braun

Following the "overwhelming" success of their pre-Christmas television advertising campaign, Braun Electric (UK) Ltd, Mill Mead, Staines, Middlesex SW1X 9SH, will be spending even more on a larger spring campaign. Featured in three commercials will be Quick Curl, Synchron Plus shaver and hairstyling set Plus 2, all of which sold out over the Christmas period. Braun say the campaign, which will run from March until May, will be seen by 95 per cent of all adults at least 15 times.

Family toiletries

Tara-Pak Laboratories, Camperdown Estate, Killingworth, Newcastle upon Tyne NE12 0UJ, are introducing their own range of quality family toiletries at "competitive" prices. The brand name is Esta, and the range consists of talc, hairspray, shampoo and deodorant. Trade inquiries are invited.

Kodak exhibition

The Kodak exhibition "Pioneers of Photography" will be shown at The Riverside Terrace, Festival Hall, London, April 3-27.



The new surface design for J Cloth, in yellow and red on a blue background, carries over from one pack to the next to provide an eye-catching display. Available from Johnson & Johnson Ltd, Slough, Bucks SL1 4EA

The exhibition coincides with the second screening of the BBC-2 television series "Pioneers of Photography" each Friday evening for eight weeks beginning February 27 at 7.50 pm. Brian Coe, curator of the Kodak Museum is the narrator for the series.

The Kodak exhibition is to be shown at the Fox Talbot Museum at Lacock from June 12-July 13 and at the Harrogate Festival, August 5-18.

Howards sorbitol advertising

Howards sorbitol, made by Laporte Industries Ltd, Howards Works, Uphall Road, Ilford, Essex, is being advertised in the February and two subsequent issues of *Balance*, the bimonthly newspaper of the British Diabetic Association. The product has recently been repackaged in a four-colour pack which highlights the benefits of sorbitol in cooking. A leaflet insert gives recipes which will vary according to the season.

Clense in the Press

Spraydex Clense aerosol lens cleaner, recently advertised in the *Daily Telegraph*, the *Sunday Times* and local newspapers, is being offered by NAPD wholesalers "ten invoiced as eight". Sangers Ltd will be running this bonus from March. Cairn-grange Ltd, PO Box 208, 10 Hans Crescent, London SW1, say Clense sells well alongside sunglasses.

PVC welding service

The high-frequency PVC welding division of Solport Brothers Ltd, Portia House, Goring Street, Goring-by-Sea, Worthing, West Sussex BN12 5AD, specialises in the design and production of promotional packaging for the cosmetics industry. The division has undergone significant modernisation and increase in capacity in the past two years and now claims leadership in this field. Solport Brothers are also able to offer supporting contents for coffrets, including emery boards, manicure sticks, nail files and handbag mirrors.

Bonus offers

Carter Bros, Glen Laboratories, Shipley, Yorks BD17 7AQ. Cida-ho capsules. Four cases invoiced at £39.75 (including VAT) against normal £44.23 (after settlement discount deducted). Offer limited to 20 cases per account; first 1,250 orders received only, or until March 31. Cida-ho is advertised in the current *Woman's Journal* and will be again in April issue.

on TV next week

Ln—London; M—Midlands; Lc—Lancashire; Y—Yorkshire; Sc—Scotland; WW—Wales and West; So—South; NE—North-east; A—Anglia; U—Ulster; We—Westward; B—Border; G—Glamorgan; E—Eireann; CI—Channel Island

Askit powders: Sc, G

Ayds: All except A, U, E

Caroline nappies: M

Crest toothpaste: All except We, E

Elinett: All except E

Kleenex for Men: All except E

Nulon: All except E

Pears shampoo: All except U, E

Poise: Ln, Y, NE

Rennie: All except U, E

Roskens hand conditioner: Lc, Y, NE

Sunsilk hairspray: All except U, E

Vaseline Intensive Care lotion: Ln, M, Lc, Y, Sc, WW, So, NE, We

Vichy skin care: WW, We, CI

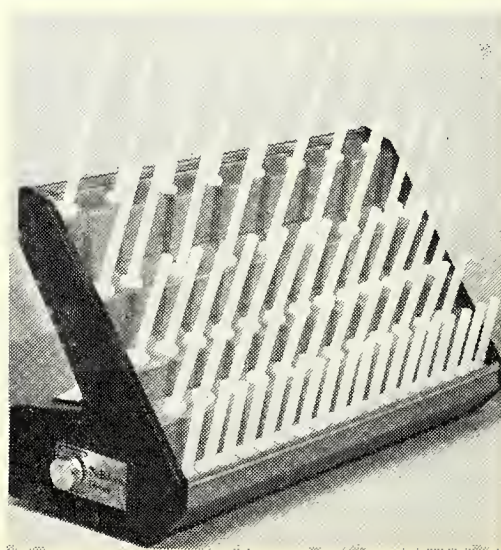
Equipment

Compact RO Units

A range of compact reverse osmosis units has been introduced by Elga Group, Lane End, Bucks. The Intercept range was designed specifically to meet the demands of industry and hospitals. The units are small enough to fit through a door, and occupy a floor area little over 1 sq m. Electronic flow meters, a conductivity meter and pressure gauges are incorporated, and all the electrical components are housed in a water-tight compartment isolated from hydraulic controls.

The company claim that, in most water, the units—available in three sizes for producing 300, 500 and 700 gallons an hour—can remove 90-95 per cent of inorganic salts and 90-95 per cent of bacteria and viruses.

Nelldorn Ltd, 11 Onslow Road, Richmond, Surrey TW10 6QH, have produced an updated bottle drier to supercede their model B6. The new model—Dryer B6/E—has been designed to comply with EEC regulations and is said to have improved performance and appearance. A different version—the B6/T—is fitted with an additional timer switch allowing the unit to be switched off at any interval from 0-30 minutes





Won't Mum be surprised.

Most people who are successful tend to sit back and relax.

Not us.

It's our success that keeps us going. This time we've got something new under our caps.

The US roller.

Effective, stylish and slightly scented.

The US roller.

Because there's never been a roll-on for young people.

US anti-perspirants work as effectively for you as they do for your customers. Our nationwide television campaigns make sure of that.

So keep your eye on US. We're always on the move.



"fresh, foamy"



"mad about the fragrance"



"25 showers from one pack"



"who's borrowing it now?"



"must get some more"

"I like it"

Sales speak f



No doubt about it. Radox Showerfresh has certainly struck home. Sales have gone through the roof. And there's still more advertising support to come! Both in the press and on TV.

For a start, you'll find colour advertisements appearing in Woman, Woman's Own, She, Good Housekeeping, Living, Family Circle and Radio Times. All carrying valuable 10p OFF introductory coupons.

So, if you haven't stocked Radox Showerfresh yet, now's the time. It's going to say a lot for your sales.

Nicholas

Radox and Radox Showerfresh are trade marks.

Radox Showerfresh - the fresh, new shower gel.

"get some in"

or themselves.



Pears Shampoo. Every empty shelf is a gentle reminder...

Fast-moving Pears Shampoo has achieved a sensational 7%* brand share of the huge £37m shampoo market—in less than a year!

That's big success—that you should be sharing in a big way.

And we'll be helping with £3½ million worth of advertising and promotional support and a total of £1.65m spent on all Pears products in 1976.

So now you really can't afford not to stock-up generously.

Get your order in now—remember there are two sizes (80cc and 130cc) and two variants—one for normal and dry hair and one for greasy hair.

Pears Shampoo. The gentle shampoo.

*TCPI research, Oct. 1975.



Elida Gibbs Ltd
The Brand Builders

Employment protection: what the Act will do

Mr Michael Foot, Secretary of State for Employment, has described the Employment Protection Act 1975 as "opening a door on a new era in industrial relations" by strengthening collective bargaining and creating a new series of rights. Just what does this Act hold for pharmacists as employers and employees? In the following article, based on information supplied by the Department of Employment, C&D looks at aspects of the Act, including new maternity rights—to come into force later this year—and new unfair dismissal provisions.

The Act affects everyone who is an employer; all full-time employees will benefit directly and a larger number of part-time employees will now be entitled to the same treatment as full-time employees.

Where provisions previously applied to employees working at least 21 hours a week, they will now apply to part-time employees working at least 16 hours a week for the same employer. They will also apply to a part-time employee who has worked at least 8 hours a week for five years for the same employer. People with a contract for less than 12 weeks' employment are excluded from the guaranteed pay, medical suspension and procedure for handling redundancies and notice of dismissal provisions, unless they actually work more than 12 weeks.

Maternity rights

Under Sections 34 to 52 of the Act, an employee who is dismissed because she is pregnant, or for any reason connected with pregnancy, will be treated as unfairly dismissed. If she is incapable of working or is prohibited from working by a statutory provision because of her pregnancy and her employer cannot offer her suitable alternative work she may then be fairly dismissed, but she will retain her right to maternity pay and reinstatement if she is otherwise eligible (Sections 34, 35).

A woman who is absent from work because she is having a baby will be entitled to maternity pay and return to work after her absence if she has worked for the employer for at least two years and is still at work 11 weeks before the baby is expected. She must warn her employer that she is going to stop work to have a baby and if she wishes to return to work she must tell him that she intends to do so. The employer may ask her for a formal notice in writing (Section 35).

Maternity pay will be paid for the first six weeks of absence provided this begins after the eleventh week before the baby is due. The weekly amount of maternity pay will be nine-tenths of a week's pay less the amount of the standard rate of maternity allowance, whether or not the employee receives this (Sections 36 and 37). An employee may complain to an industrial tribunal if her employer has not paid maternity pay and the tribunal may order payment of the amount due (Section 38).

A Maternity Pay Fund is set up by Section 39, financed by an 0.05 per cent addition to employer's social security con-

tributions (Section 40). An employer will, however, be able to claim a rebate from the Fund to cover the full amount of maternity pay required by the Act (Section 42). Payments may also be made from the fund directly to employees, where an employer who is liable to pay has failed to do so (Section 43), but if the Secretary of State makes a direct payment to an employee he may recover the amount paid from the defaulting employer (Section 44).

Employers and employees have a right of complaint to an industrial tribunal about the Secretary of State's use of his powers under Sections 42 to 44. The Secretary of State may require an employer or any other appropriate person to supply information or documents to verify a claim (Section 47).

An employee will have a right to return to her job, or a similar job, for up to 29 weeks after the birth of her child (Section 48); she must notify her employer that she intends to return to work at least one week beforehand. Both the employer and the employee may delay her return to work for specified reasons, but in most cases for not more than four weeks (Section 49).

An employee will be able to complain to an industrial tribunal if her employer does not allow her to return to work and the complaint will be treated as one of unfair dismissal. If she cannot be re-employed because she is redundant she will be entitled to compensation under the Redundancy Payments Act (Section 50).

If a replacement employee is told that her employment will be terminated when an employee who is having a baby returns to work, she will not be entitled to claim that her dismissal is unfair if she is then dismissed, provided the employer acted reasonably when dismissing her (Section 51).

Trade union membership

An employee will have the right not to have action taken against him by his employer which would prevent or deter him from becoming a member of an independent trade union or from taking part in its activities at any appropriate time. An employer must not compel an employee to be a member of a non-independent trade union, and provision is made to deal with the situation where there is a trade union membership agreement, or where an employee will not join a union because of religious belief (Section 53). An employee may complain to

an industrial tribunal if his rights are contravened. If the matter cannot be settled by conciliation the tribunal may award compensation (Sections 54 to 56).

An employer will have to allow officials of independent recognised trade unions reasonable time off work, with pay, to carry out duties concerned with industrial relations between the employer and the employees they represent. Trade union officials will also be entitled to time off for training to help them carry out these duties (Section 57).

An employer will also be required to give time off for members of independent recognised trade unions to take part in trade union activities (Section 58). A code of practice to be issued by the Advisory Conciliation and Arbitration Service will give guidance on time off for trade union officials' duties and for trade union activities. Employees who hold certain public offices, such as Justice of the Peace or who are members of certain public bodies like a local authority or a statutory tribunal, will be allowed reasonable time off work to enable them to carry out their duties.

In deciding whether to allow time off an employer may take into account, among other things, the circumstances of his business and the effect of the employee's absence on the running of the business (Section 59). An employee may complain to an industrial tribunal about any infringement of his rights to time off work. If conciliation fails and the tribunal upholds the complaint it must make a declaration of rights and may award compensation (Section 60).

An employee who is dismissed as redundant will be entitled to reasonable time off work with pay to look for new employment or to arrange for training for future employment. An employee who is refused reasonable time off may complain to a tribunal and may be awarded compensation (Section 61).

Insolvency

If an employer is insolvent, certain debts due from him to his employees (including guarantee and medical suspension payments, payments for time off and remuneration under protective awards) are to be paid in priority to other debts (Section 63). Employees whose employment has terminated because of the employer's insolvency can obtain payment of the debts mentioned above, plus arrears of pay and holiday pay, and unfair dismissal compensation from the Redundancy Fund. There is a limit of £80 in respect of any one week's debts (Section 64).

Contributions to an occupational pen-

Continued on p212

Employment Protection Act's provisions

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sion fund which were unpaid when the employer became insolvent may also be paid from the Redundancy Fund (Section 65). In either case if a trustee in bankruptcy or a liquidator or a receiver has been appointed payment will not be made until a statement of the amount due has been received from the trustee or liquidator or receiver (Section 65). Complaints may be made to an industrial tribunal that no payment was made or that payment was inadequate, and the tribunal may declare how much is due (Section 66).

Where he makes payment from the Redundancy Fund the Secretary of State will take over the rights and remedies of employees and occupational pension funds in respect of the debts. Any monies recovered by the Secretary of State will be paid into the Redundancy Fund (Section 67). The Secretary of State will be able to require employers to provide information and documents. Penalties are provided for persons unreasonably refusing to supply information, or supplying false information (Section 68).

Dismissal

A dismissed employee will be entitled to ask for, and be given, a written statement of reasons for dismissal, which will be admissible in evidence before an industrial tribunal (Section 70).

In a case of unfair dismissal an industrial tribunal will have to give priority to examining the practicability of reinstatement or re-engagement. If this would be practicable and the complainant wants reinstatement or re-engagement the tribunal may make an Order and may order terms of reinstatement or re-engagement (Section 71).

If an employer does not comply with the Order, either at all or in part, when it was practicable for him to do so the tribunal may award the employee a further sum in compensation of between 13 and 26 weeks' pay. When the reason for dismissal concerns trade union membership or activity, the compensation will be based on 26 to 52 weeks' pay (Section 72).

An award of compensation for unfair dismissal will consist of a basic award and a compensatory award (Section 73). The basic award will be related to the period of service the employee had had with the employer and will be a minimum of two weeks' pay (Section 74). The method of calculating a week's pay for the purpose of the basic award is set out, with a limit of £80. The basic award may be reduced by any redundancy payment that has been made (Section 75). The compensatory award will take account of any loss sustained by the employee as a result of his dismissal and may be reduced to take account of any contributory action by the employee (Section 76).

An employee who claims that his dismissal is a result of his trade union membership or activities may apply to a tribunal for an interim order for reinstatement or re-engagement, or for his contract of employment to be revived, until his complaint is settled or determined by a tribunal (Section 78). An order for a contract to be kept in being shall include an order as to the amount of pay the employee should receive (Section 79).

An employee or employer can apply to a tribunal for a variation or revocation of an order for interim relief where there has been a change of circumstances since the order was made. The tribunal can also make an award of compensation if the employer has failed to comply with the terms of an order for reinstatement or re-engagement or for the revival or continuation of a contract of employment (Section 80).

Pay statements

Employers must provide employees with itemised statements of pay which contain details of their gross earnings, net pay and fixed and variable deductions (Section 81). The separate particulars of fixed deductions can be aggregated if the employee is given a standing statement of fixed deductions, which is re-issued every 12 months (Section 82). The Secretary of State can vary by statutory instrument the particulars required or the intervals at which standing statements have to be given (Section 83). An employee or an employer may refer questions on statements of wages to an industrial tribunal (Section 84).

Schedule 4 of the Act replaces the provisions of paragraph 5 of Schedule 1, and Schedule 2, to the Contracts of Employment Act 1972, dealing with the calculation of employee's normal working hours and the amount of a week's pay. Schedule 5 replaces Schedule 2 to the 1972 Act dealing with an employer's liability for an

employee during the period of his notice (Section 85).

Redundancies

An employer who proposes to make employees redundant and who recognises an independent trade union for those employees will be required to consult the trade union as soon as possible. Consultation must be within a minimum number of days of the proposed dismissal—90 days for 100 or more dismissals within a period of 90 days and 60 days for 10 dismissals within 30 days or more. The employer must disclose prescribed information about the redundancy and how it is to be effected, and will be required to consider and reply to any representations from the union concerned (Section 99).

An employer who proposes to dismiss at least 10 employees as redundant at one establishment within a specified period will have to notify the Secretary of State in writing. Notification must be given a minimum number of days before the dismissals take effect, depending on the numbers involved (90 days for 100 or more dismissals, 60 days for 10 or more). Where appropriate a copy of the notice must go to the recognised union (Section 100).

A trade union may complain to an industrial tribunal that they have not been consulted by the employer. If conciliation does not lead to a settlement and the tribunal finds the complaint well founded it may make a protective award (Section 101). This would require the employer to pay each employee covered by the award for a specified period.

If an employee unreasonably refuses an offer from his employer of a new contract or renewal of the old contract he would lose his entitlement to remuneration under the award (Section 102). An employee may complain to an industrial tribunal that he has not been paid the amount due under an award. The tribunal may order the employer to pay the sum (Section 103).

Implementation of the Act's provisions

Implementation of all the provisions of the Employment Protection Act is likely to take two years.

On January 1, the provisions relating to the setting up of the Advisory, Conciliation and Arbitration Service on a statutory basis came into force. The Service's administration was established last September, and it additionally acts, since February 1, to provide administrative support for the Central Arbitration Committee which has taken over the functions of the Industrial Arbitration Board. Professor J. H. Wood, Edward Bramley Chair of Law, Sheffield University has been appointed as chairman of the Committee, which will hear complaints and make awards under the provisions dealing with trade union recognition, the disclosure of information to trade unions for collective bargaining and the extension of terms and conditions.

Mr E. L. Archer, director of personnel, Boots Co, and Mr G. L. Dennis, director, British American Tobacco Ltd, have been nominated as among the 12 representatives of employees on the Central Arbitration Committee.

Also on February 1, the post of Certification Officer was set up with the appointment of Mr J. Edwards, previously Under-Secretary in charge of one of the Department of Employment's industrial relations divisions. The officer is responsible for issuing certificates of independence to trade unions under the Act; he has taken over responsibilities previously exercised by the chief registrar of Friendly Societies under the Trade Union and Labour Relations Act 1974 including the listing of trade unions and employers' associations and their annual returns and accounts.

The provisions on handling redundancies are to be brought into force on March 8. An employer who declares a redundancy on or after that date will be required to observe all the provisions of the Act relating to consultation with trade union representatives and notifications to the Secretary of State for Employment. Where individual dismissal notices have been issued before March 8 to take effect on or before June 5, the consultation and

Continued on p215



Angiers Junior Aspirin.

First for child pain relief. First with the child-resistant bottle.

Angiers have been the most popular Junior Aspirin for generations. Mothers trust them to bring their children reliable, effective relief from headaches, colds and flu.

That's why Angiers have been brand leaders through the years.

But now you've an even better reason for buying them.

Angiers are the first children's aspirin to come in a child-resistant bottle. This new bottle, with a specially designed twist cap, holds 24 tablets and conforms to all official standards.

To make sure your customers hear all about this news, Angiers are launching a new advertising campaign in the major women's magazines.

So order lots of Angiers Junior Aspirin in

the new child-resistant bottle and be ready to meet the demand.

Angiers Junior Aspirin. The only Junior Aspirin to offer both child-resistant bottles of 24, and strip packs of 16.



Angiers-the name mothers trust.

 Bristol-Myers





When
you need
high quality
tablets and capsules...

we're in business



Seward Pharmaceutical, Imberhorne Lane, East Grinstead, Sussex, England RH19 1OX
A member of the Medical Division of UAC International

Telephone our Sales Department on East Grinstead (0342) 21436/9

Employment Act

Continued from p212

notification provisions of the Act will not apply provided that each notice has complied with Section 1(1) of the Contracts of Employment Act 1972 (rights of employee to minimum period of notice) and the relevant terms of the employee's own contract of employment. Other transitional provisions will apply where dismissal notices have not been issued before March 8 but consultations about the redundancies had begun by then. The Department of Employment is to issue a leaflet "Procedure for handling redundancies" (PL581) explaining the general provisions.

Employees' rights

The provisions relating to employees' rights in insolvency are expected to be brought into force in April, followed, probably in June, by the main group of individual rights set out in Part II of the Act. These latter provisions include protection for trade union membership and activities; the new maternity rights—including the right for a woman to have her job back up to 29 weeks after the baby is born and protection against unfair dismissal on grounds of pregnancy, but excluding maternity pay; and most of the amendments to the unfair dismissal legislation and the Redundancy Payments and Contracts of Employment Acts.

The removal of the small firms' exclusion from the unfair dismissal provisions together with the extension of the legislation on unfair dismissal, redundancy payments and contracts of employment to more part-time workers will be introduced later as caseloads before industrial tribunals permit. The timing of the introduction of the provisions on the disclosure of information and time off work to take part in trade union duties and activities will depend on the production by ACAS of the necessary codes of practice.

The Government has announced that it will not introduce the two most expensive items in the Act—guarantee payments for employees laid off or working short time and maternity pay for a woman leaving to have a baby—until 1977. It considers April 1977 to be the most suitable date for the introduction of maternity pay, in view of the link between the Maternity Pay Fund and employers' National Insurance contributions. In view of the preparation necessary for large employers with computerised pay rolls, the provisions placing a duty on employers to provide employees with itemised statements of pay will be deferred until early in 1977.

Leaflet available

The Department of Employment has produced a leaflet as a guide to the Act's provisions. The guide—"Employment Protection Act; An outline"—can be obtained from local unemployment benefit offices, employment offices or jobcentres or from HM Stationery Office (S14B), Cornwall House, Stamford Street, London SE1 9NY.

Are antiques cheaper in the provinces?

Collectors who frequent the London auctions cannot rid themselves of the idea that antiques and by-gones can be acquired more reasonably in the provinces. But is this the case? At the Tinegate sale at Crewkerne, Somerset, on December 4, 1975, an English delft "bird" syrup jar "S.E.SPIN.CERVina", an old term for syrup of buckthorne, (height 7in), was sold for £150. The other English 18th century drug jar (7½in) with a "cherub" design, realised £125. Good prices were obtained for several Dutch delft drug jars. A pair inscribed "C.PRUN.SYL." (conserve of sloe) and "E.E.BAC. LAUR." (7½in) went for £220. £125 was given for an 8½in syrup jar "S.FL.TUNICAE"—syrup of clove gilliflowers. This had the potter's mark, perhaps Johannes van Duyn, on the base. The five other delft drug jars went for prices varying from £60 to £130.

Example of series

In London at Sotheby's on December 16, 1975, a cracked example of the man-smoking-pipe series, *circa* 1660 (7in) "S.DE.CICHOR. cum RHA" (syrup of chicory and rhubarb) fetched £160. A really well-painted 18th century "cherub with trumpets" syrup pot "S.CROCI" (syrup of saffron) changed hands at £240, a record price for this pattern which is less frequently met than the stereotyped design where the "cherub" holding a sprig or branch sits at either end of a scroll-work cartouche.

Conserve jar

Still on the subject of English delftware, an interesting design came up at Sotheby's Bond Street sale on February 3. This was an 18th century drug jar painted in tones of blue with a wyvern supporting the inscription "C.AUR.FLAV." (conserve of the yellow rind of Seville orange peel 7in) (see illustration) which made £560. These preserves were the precursors of the

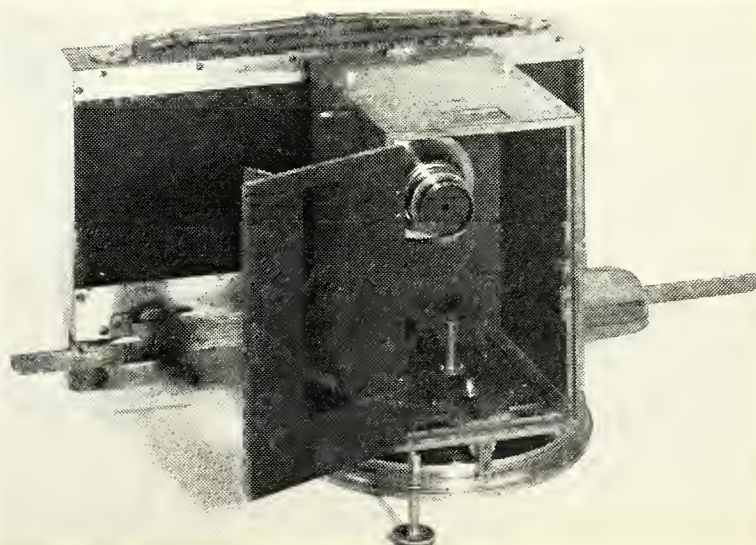
marmalades, "giams" and other preserves we know today.

Three other "cherub" design drug jars were in the same auction. "S.ALTHEAE" 8in (£130), "U.CAERULE (blue ointment), 7½in (£150) and "U.SAMBUCIN" (elder flower ointment) 7½in (£130).

A London delft barber's bowl, painted in blue with the various implements of the trade and the wide everted rim with a stylised barber's comb border, incorporating the shallow depression for the soap and the circular segment removed to fit the neck (10in) made £320.

Panoramic camera

A four-figure price was expected for the Johnson pantoscopic panoramic camera, *circa* 1862, sold at Christie's, South Kensington, on January 21. It was purchased by Vintage Cameras for £3,200. All these prices are subject to the 10 per cent buyer's premium.



Above right: Jar for holding conserve of the yellow rind of Seville orange peel which made £560 last week. On right: c1862 Johnson pantoscopic panoramic camera sold for £3,200

Overseas news

US agency warns on oestrogens

The US Food and Drug Administration last month announced several major steps designed to alert doctors and the public to new hazards associated with the use of female oestrogens and oral contraceptives.

Commissioner Dr A. M. Schmidt said the agency is about to propose major revisions in the physician and patient labelling for birth control "pills", and will also propose to require that a "patient brochure" be contained in each package of such preparations. It would be the first time FDA had ever proposed that a brochure be given to patients with a prescription drug.

FDA will also require major changes in physician labelling for female oestrogens to reflect recent evidence that associates their use with cancer of the uterus in post-menopausal women. The new labelling will recommend that oestrogens be used only for treatment of patients with "hot flushes"; it will warn about the association between cancer of the uterus and prolonged use of oestrogens; and it will recommend that the lowest effective dose be used at all times, and the drug be discontinued or reduced in dosage at regular intervals to assess whether it is still needed.

Dr Schmidt also said that FDA is considering removal of all sequential birth control "pills" from the market because they are less effective than combination "pills", and may be associated with a higher risk of blood clots and cancer of the uterus. The agency is in the process of determining what studies are needed about the relationship between oestrogens and cancer of the uterus, and it recommends continued "public investment" in such studies to collect better information about the long-term risks of drugs.

□ The US Food and Drug Administration has proposed to withdraw approval for the use of the drug diethylstilbestrol as a growth promotant in cattle and sheep. The action is based on continued findings of residues in livers from these animals.

Patent medicines 'racket' in South Africa

Herbal and patent medicines are being dispensed in South Africa at exorbitant prices without regard to the law and the dangers of the drugs, *a correspondent writes*.

Natal health authorities have been given details of a patent medicine "racket" which is now rife in Durban and elsewhere in Natal and involves hundreds of shops dispensing these products to Africans and Indians.

A prominent kidney and liver specialist

at Durban's King Edward VIII Hospital said that he loses up to 25 patients a year from huge overdoses of drugs taken by patients who had no knowledge of what they were taking. Another doctor quoted a case where five African men had been taken to hospital after drinking a potion prescribed by an "inyanga" (medicine man). The men were suffering from acute poisoning and displayed symptoms of massive liver and kidney failure. They had taken an "orange-coloured medicine" to increase their virility. The liquid contained 98 per cent potassium dichromate. Four of the men died as a result.

Such medicines are being dispensed in contravention of the South African Food, Drug and Disinfectants Act 1972 and give no indication on the bottle of the ingredients they contain. They are issued without any medical advice or prescription and at prices vastly in excess of their true cost. Four prescribed medicines bought from a Durban distributor for about £50 were found on analysis to contain cheap perfume, ground herbs, "cough syrup", artificial colouring, sugar, aspirin and gelatin. One medicine, which promised that any person who slept with the patient's wife would die from nose bleeding, cost about £15. It contained 77 per cent petroleum jelly, a cheap perfume, ground wood and hair oil.

Most of the patent medicine shops were operated as sophisticated enterprises. One factory employed more than 100 African women in mixing and packaging preparations. They were watched by closed circuit television and supervised by three men who distributed the orders.

Court orders Roche price cuts in West Germany

The West Berlin Superior Court of Justice has ordered Hoffman-La Roche to cut the prices of Librium and Valium by 28 per cent in West Germany.

The judgment was given in a dispute between Hoffman-La Roche and the West German Cartel Office. The decision is subject to appeal in the Federal Supreme Court, a course the drug company is expected to take, which means that price reductions could be postponed for a year to 18 months.

New US container standard delayed until next year

The effective date for the new US Pharmacopoeia and National Formulary standard for container permeability has been postponed from July 1, 1976, to April 1, 1977. The decision to do so, and to make the standard applicable only to containers used for prescription dispensing, was taken because the adequacy of supply of suitable containers is in doubt. The USP Executive Committee of Revision has also adopted a policy of establishing a dissolution test requirement for each tablet and capsule in the publications.

□ The US Metric Conversion Bill has become law after being signed by President Ford. The new Act declares that it shall be US policy to co-ordinate and plan the

increasing use of the metric system and it establishes a US Metric Board to co-ordinate voluntary changes to use of the metric system.

Chemists stalls at railway stations

The Indian Ministry of Railways has selected 132 stations for setting up chemists stalls, which will be allotted to unemployed graduates entering into partnerships. It has been decided to set up stalls immediately at Delhi, New Delhi, Bombay Victoria Terminus, Bombay Central, Madras, Sealdah and Howrah, and the other 125 stations have been selected for later schemes.

To provide incentive for the unemployed graduates, a lump sum fee up to Rs50 and a nominal rent of Rs1 per annum per stall have been fixed for the first three years of the contracts, after which normal licence fee and rent will be levied. The intending unemployed graduate must hold a valid licence from the Drug Controller of the State concerned.

Post Scripts

Male 'equality' in beauty

Payot Ltd describe one their latest recruits as "a typical product of the new 1976 era of no sex discrimination". He is the "athletic-looking, six feet one inch tall, fair-haired" Mr Paul Neilson, who has been appointed Payot's beauty consultant at Dickins and Jones, the London store. Paul will advise women shoppers on their personal beauty problems such as skin care, choice of cosmetics, "bust treatments, special products to treat legs and the posterior".

"If there is to be equality of the sexes it applies both ways," Paul says. "As far as doing the job is concerned, I feel that women will be better able to confide their beauty problems to me, a man, than to an attractive woman. Women shoppers so often are reluctant to approach the usual immaculately coiffured, elegant, perfectly made-up woman consultant because she is too beautiful. Not only is she competitive as a woman, but she is too grand and aloof for an ordinary housewife or teenager (who is perhaps much less attractive) to have a cosy talk with. They won't mind admitting to a man that they have beauty problems."

He does not expect women to be shy with him. "They can discuss anything with me. Why not? I can advise them on all the beauty and figure problems which the Payot products are concerned with—including those for treatment of the breasts, thighs or stretch marks on the tummy after childbirth. After all women do not mind discussing their health with a male doctor."

Paul, who is in his early 20's, is the son of a police inspector formerly in charge of the Midlands Drug Squad. He has previously worked in the restaurant and menswear trade and his ambition is to open a restaurant with a beauty and hair-dressing salon incorporated.

Adverse reactions from injections of sugars

by G. B. West, BPharm, DSc, PhD, FIBiol, FPS, reader in pharmacology, North-east London Polytechnic

Anaphylactoid reactions have been reported from the intravenous infusion of sugars and these can be ascribed to impurities. Dr West reports how an isolated glucan impurity has been tested in vivo and warns that sugar infusions may have to be checked to exclude these contaminants.

A recent report¹ concerning intravenous fluids as vehicles of infection states that nearly four out of each 100 samples tested were found to be contaminated and capable of producing adverse reactions in man. The most commonly-used fluids in this study were 5 per cent (w/v) dextrose and normal saline, fluids used to increase the volume of circulating blood in shock and haemorrhage and to counteract dehydration.

Invert sugar—an equimolecular mixture of dextrose and fructose, derived from sucrose—has also recently been found to produce adverse reactions on intravenous injection into some patients², reactions resulting from the presence of minute quantities of impurities and not from contamination. Hydrolysed sucrose (namely, invert sugar) is sterilised by autoclaving or by filtration, and such solutions are used in the treatment of varicose veins and other vascular disorders.

Swedish findings

With the increasing clinical use of sugar infusions, rare anaphylactoid reactions have been reported, particularly in Sweden, where the incidence has been about one in 30,000 infusions. These anaphylactoid reactions consisted of flushing, urticaria, dyspnoea, fever, local erythema, and oedema and often were shown after infusion of only 10ml invert sugar solution (10 per cent sucrose).

Sucrose used for the manufacture of invert sugar is of high analytical quality and corresponds to the purity requirements laid down by different national pharmacopoeias. During manufacture from the juice of the sugar cane or beet, however, it may be exposed to contamination with different micro-organisms and these are responsible for the traces of impurities of polysaccharides of high molecular weight, such as glucans and dextrans.

These contaminants in sucrose apparently resist the mild hydrolysis by acid to which sucrose is subjected during conversion to invert sugar. Certain climatic and harvesting conditions favour the development of high levels of macromolecular impurities more from the sugar cane than from the sugar beet. Rare intolerance reactions to ingested sucrose have been described in the past³ and it now seems likely that these were caused by contaminating crude polysaccharides or other macromolecules.

Using immunological and physico-chemical methods of analysis, Richter *et al*² found traces (up to 0.04 per cent) of native alpha 1-6 glucan (with a molecular weight

over 10 million) in both the raw sucrose and the invert sugar solutions. The glucan was identified using the technique of reversed single radial immunodiffusion which detects one part in 100,000.

For this, an anti-alpha 1-6 glucan antiserum was first produced in sheep and rabbits. Passive cutaneous anaphylaxis in guinea-pigs was also used as a method of showing the glucan was of a native type crude dextran of high molecular weight. Subsequently, the contaminating polysaccharide was isolated both from several invert sugar solutions which had caused adverse reactions in man and from samples of crude sucrose destined for the manufacture of invert sugar. Rejection of contaminated sucrose has already reduced the incidence of anaphylactoid reactions to about one in 575,000 infusions in Sweden.

Recently the opportunity arose to test this impurity in animals. One sample of glucan was derived from the crude cane sugar, the other from an invert sugar solution which had caused adverse reactions in man. On subcutaneous injection into the footpad of rats, both samples of glucan were about equiactive with a natural branched clinical dextran of intermediate molecular weight (40,000) in producing local oedema¹. When injected intradermally into rat skin, they were also equiactive in increasing vascular permeability. But, when injected intracutaneously into the skin of the forearm of three human volunteers, small doses (up to 0.5mg) of the glucan (and not the dextran) produced a wheal and erythema reaction.

Immunological test

It is important therefore to detect this contaminant before clinical administration and so reduce the incidence of anaphylactoid reactions in man. Richter *et al* (1976)² have suggested one immunological method to achieve this in invert sugar solutions—namely, the reversed single radial immunodiffusion which detects one part in 100,000—and the rat results show that the glucan, when isolated, can be detected on intradermal or subcutaneous injection or on intracutaneous administration to man.

Dextran is a polymer of dextrose and it too is given intravenously to man to increase blood volume in shock and haemorrhage. As stated above, clinical dextran does not increase vascular permeability in human skin when injected in doses as high as 10mg. However, a small number of patients each year exhibit shock after infusions of only 10ml of 6 per cent clinical dextran. These patients

receive the dextran pre-operatively as prophylaxis against thrombosis and then for the first time in their lives. So that anaphylactoid reaction does not involve antibodies—none are detected when serum is injected into monkeys—and appears to be an inborn error of metabolism.

Thus, in addition to the need to eliminate fully those samples of 5 per cent dextrose which are bacterially contaminated, careful check should be made to prove the absence of a glucan contaminant in crude sucrose and in invert sugar solutions, otherwise unwanted anaphylactoid reactions result. It would also be advantageous to determine which patients react adversely to natural dextran infusions and so reduce the number of anaphylactoid reactions from this source. All in all, injections of sugar solutions are not as free from complications as one would expect, and pharmacists and physicians should be made aware of these unusual reactions.

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2. Richter, W., Granath, K., and Ostling, G. (1976). *Int. Arch. Allergy*. In Press.
3. Randolph, T. G., and Rollins, J. P. (1950). *J. Lab. Clin. Med.* **36**, 407-415.
4. Dhar, H. L., Hanahoe, T. H. P., and West, G. B. (1976). *Int. Arch. Allergy*. In Press.

Books

Introductory Clinical Pharmacology

Jeanne C. Scherer. *J. B. Lippincott Co.* (Philadelphia, USA). In UK, *Blackwell Scientific Publications* (Osney Mead, Oxford OX2 0EL). 7in × 9in. Pp367. £5.25.

Starting with an explanation of the autonomic nervous system, the author aims to give students a clear, concise introduction to pharmacology. Several charts are included for quick reference and most chapters are followed by a table which summarises the clinical consideration of the drugs discussed in that chapter.

Books received

Advances in Chromatography Volume 13

J. C. Giddings. *Marcel Dekker Inc.* (270 Madison Avenue, New York 10016, USA). 9½ × 6½in. Pp 376. \$28.50.

Pesticide Selectivity

J. C. Street. *Marcel Dekker Inc.* (270 Madison Avenue, New York 10016, USA). 9½ × 6½in. Pp 216. \$18.50.

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Professional News

Pharmaceutical Society of Great Britain

Council refuses funds for interprofessional forum

The Council of the Pharmaceutical Society has decided it is not prepared to contribute funds to support an interprofessional "forum". It was reported to last week's Council meeting that the presidents of professional bodies, including the president of the Society, had recently appointed a working party of five "to examine the feasibility of establishing formal links between the professional bodies to enable statements to be made on issues of national importance within their common interests, to make recommendations with regard to the form of such an association, its composition and method of financing".

The working party reached the following conclusion: "A forum for discussion and action on matter of professional interest is desirable and can have a useful function if it is sponsored with wholehearted support and is set up without delay. It should be launched on a modest basis, building on what already exists". However, Council decided not to contribute funds in support of the operation.

Devolution to Wales

Council considered a report on consultations with branches in Wales and Rhanbarth Cymru concerning devolution to Wales and the proposal to establish a Welsh Executive of the Society. From this it was noted that a majority of branches favoured regional or branch representation on the Welsh Executive, while a majority of members of the Rhanbarth Cymru committee favoured a national election. Council felt that a solution would be to hold national elections, but review the matter in four or five years' time. It was also agreed in principle that, in deference to the wishes of the Rhanbarth Cymru committee, there should be an address in Wales for the Welsh Executive, even though there was no physical Welsh Department there.

Thirty-six motions for the branch representatives' meeting to be held on May 20, have been received. The Organisation Committee was told that six motions had been amalgamated into two, and three motions had been withdrawn. The morning session of the meeting is to end at 12.45 pm, if possible, instead of 12.30 pm, in view of the large number of motions, and speakers during the debate are to be restricted to a maximum of three rather than five minutes. However, the time allowed to proposers and seconders will be five and three minutes, respectively, as before, and the proposer will still be allowed five minutes to reply.

Branch boundaries finalised

The reorganisation of branch boundaries in Greater London has now been completed. Recommendations concerning the Harrow, Wembley, Hounslow, West

Middlesex, West Metropolitan and Finchley branches had been approved by the Council in August, 1975; the Council's approval has now been given to the following branches: Enfield Branch (to comprise Enfield district of Enfield and Haringey area health authority), North Metropolitan Branch (to comprise Camden and Islington AHA and Haringey district of Enfield and Haringey AHA), East Metropolitan Branch (City and East London and Redbridge and Waltham Forest AHA's), Romford Branch (Barking and Havering AHA; to be known as Barking and Havering Branch), West Kent Branch (Bromley AHA; to be known as Bromley Branch), South East Metropolitan Branch (Greenwich and Bexley, and Lambeth, Southwark and Lewisham AHA's with the exception of St Thomas's district), Croydon Branch (Croydon AHA and Sutton district of Merton, Sutton and Wandsworth AHA), South West Metropolitan Branch (Merton and Wandsworth districts of Merton, Sutton and Wandsworth AHA, and St Thomas's district of Lambeth, Southwark and Lewisham AHA), and Thames Valley Branch (Kingston and Richmond AHA, and Elmbridge, Runnymede and Spelthorne local authority areas of Surrey AHA).

A new branch is to be formed to cover the Walsall and Wolverhampton areas. At a meeting of members of the former Walsall and Wolverhampton branches, held on January 29, the majority voted in favour of establishing one branch, as recommended by Council. Viability and success of the branch may be reviewed in about 18 months' time. Bournemouth Branch is to be renamed Dorset Branch.

Mrs J. M. Gilbert is to represent the Society at the National Home Safety conference of the Royal Society for the Prevention of Accidents to be held in Bournemouth on March 3 and 4. The theme of the conference is "Keep them safe at home".

Agricultural group constitution

Preliminary consideration has been given by the Organisation Committee to the question of amending the constitution of the Agricultural and Veterinary Practice Group so that the group committee can elect its chairman and the chairman present the committee's minutes to the Practice Committee. The Committee decided that before any recommendation was made to Council, a document should be prepared on the implications of the Group's request.

The Practice Committee decided that the Society should write to the Department indicating its views on the report of the working party on the addition of drugs to intravenous fluids, accepting the proposals in the report, but pointing out that many

of the recommendations would result in increased workload on hospital pharmacists without providing any additional resources. The working party had proposed that the responsibilities of pharmacists should include the aseptic preparation of drug/infusion mixtures, the training of medical and nursing staff in procedures concerned with intravenous drug preparation and administration, the monitoring of prescriptions for intravenous infusion and drug therapy, the provision of advice to medical and nursing staff on the addition of drugs to infusion fluids, and the education and training of other staff in connection with drug addition to intravenous infusion fluids. The Society is to point out that it should be given an opportunity to comment on all circulars pertaining to drugs; the report in question had not been sent to the Society for comment.

Shortage of preregistration places

Concern was expressed by the hospital practice subcommittee about the number of students in schools of pharmacy in relation to the number of available preregistration posts. It was felt that if the present graduation rate were allowed to continue, there would soon be over 200 graduates unable to find preregistration posts. The Practice Committee decided that the heads of schools of pharmacy should be made aware of the subcommittee's concern and that the situation should be reviewed in six months' time.

Council considered the redrafted document on "Don't hoard medicines" campaigns, which had been approved by the National Pharmaceutical Union Executive and the Pharmaceutical Services Negotiating Committee. Approval was given for circulation to secretaries of the Society's branches.

Register for 'misuse' sales?

A further approach is to be made to the NPU about the production of a special register for recording sales by pharmacists of medicinal products liable to misuse. The Practice Committee also decided that at the next branch secretaries' meeting, attention should be drawn to the desirability of products being added to the list of medicinal products liable to be misused, on a local basis. The Committee heard that that was already being done in certain areas. The Committee was also informed that the Committee on Review of Medicines had made adverse comments about pharmacists selling preparations that were liable to be misused and had commended the Society's action in formulating the scheme requiring special record keeping.

It was reported that the Practice Committee had received a reply from the Association of the British Pharmaceutical Industry to its letter referring to the Council's statement that medicinal products liable to misuse should not be promoted by the offer of bonus parcels. The ABPI felt such matters should be left to the discretion of the individual company which offered the product and the retail pharmacist who chose to buy. The ABPI added that if pharmacists did not take up such offers then they would be quickly withdrawn by the manufacturer. The Practice Committee accepted the reply.

Continued on p220

PSGB Council

More action on advertising

Continued from p219

feeling that the Society should not expect other bodies to accept the professional responsibility which was rightfully that of the pharmacist.

Council accepted a recommendation of the Ethics Committee (see also p192) that a statement should be prepared to, *inter alia*, reaffirm Council's views on the advertising of medicines, whilst recognising that in the present state of the law manufacturers could not be precluded from advertising their products. The statement will be considered at the Committee's next meeting.

The directors of a pharmacy company which had been featured in a whole-page advertisement in local newspapers, in which reference had been made to the name of the superintendent pharmacist attended for interview at the Society's headquarters on January 29. The Ethics Committee was informed that a letter had been received since then from one of the directors, saying that the company was now registering a trade name, and that it would not be using restricted titles in advertising in future.

The Society is to write disapprovingly to a company which wished to promote "mouth hygiene" by means of badges bearing slogans such as "wake-up to mouth freshness", in connection with a display of its own products. The Ethics Committee considered that, while it was not averse to the question of mouth hygiene, it could not support such a promotion in association with a particular product. In addition it was not felt that items which were available on prescription as the product was, should be promoted in that way.

Window poster opposed

A pharmaceutical wholesaler had submitted for comment a window poster, sized 30 x 12in, bearing the words "The pointer to value at your independent chemist", intended for display in the windows of certain chemists. The Committee is to write expressing its opposition to the use of the sign in pharmacy premises, bearing in mind previous cases where restricted titles had been removed at the instance of the Council.

The Society is to write to a company which included in a television advertisement for its products the phrase "Available from Boots and other chemists", raising objection because the phrase could create an invidious distinction between Boots and other chemists.

The Society has decided to support the views of the Research Defence Society in opposing a Bill presented to the House of Commons on February 6 (p196), by Mr Ivor Stanbrook. The Science Committee had received two letters from the chair-

man of the council of the RDS (Professor W. D. M. Paton), indicating that the Bill might seek to make it illegal to perform an experiment on an animal if the licensee knew or believed that the purpose of the experiment could be achieved by an alternative non-animal method. The RDS considered that the phrase "licensee knows or believes that" allows greater freedom of action to those ignorant about alternative methods and is thus not calculated to advance the development of new non-animal methods. As the RDS did not wish there to be any impediment to the progress in that direction, it was opposing the Bill.

The Department of Health is to be informed that, in the Society's view, a standard colour code for identifying certain types of eye-drops should be established to prevent confusion. At the December 1975 meeting of Council, the Science Committee had discussed the report of a working party on "the sterility of ophthalmic preparations". It had agreed to inform the Department of its concern that various systems of colour coding of eye-drops were already in use in some hospitals, a practice which the Council considered dangerous and undesirable. However, if the practice were accepted, then a simple uniform code should be made mandatory in all hospitals. Since then, the Department had replied indicating that it would not encourage the use of colour codes for that purpose. The Committee considered the Department's negative approach to be unsatisfactory. In the Committee's view, once the decision had been taken to use a colour code to assist in the identification of eye-drops, it was essential to establish a standard colour code to prevent confusion.

Misuse of computer

The Society intends to inform the Home Office of its views on the possible misuse of information stored in computers, after considering the White Paper "Computers and privacy". Discussing the potential dangers, particularly with reference to the storage of records under the National Health Service, the New Legislation Committee considered that medical information recorded for NHS purposes might, for example, be used to show that the person concerned was unsuitable for a particular appointment. There were many ways in which information recorded for one purpose, could be used, in another context, to the detriment of the individual concerned. The Committee noted that the White Paper put forward two alternatives for ultimate legislation—a registration and licensing agency for computers, or a body with power to call for information on what systems are being operated. The balance of opinion of the Committee was in favour of a licensing authority.

Council agreed that the secretary and registrar, Mr D. F. Lewis, should seek a meeting with the Department of Health over the Department's recent proposals on appointments to the Medicines Commission to represent the dental profession and consumer interests. Mr Lewis had pointed out that Council had already objected to increased medical practitioner representation on the Commission while pharmacy was inadequately represented. No reply to that complaint had been received. He had added that the Commission

was an expert body upon which consumer representation would be anomalous, and that if it was to be increased in size, it should be by means of increasing pharmaceutical representation.

Invitation to NAGPEP

Council decided that the officers of the National Association of General Practice Employee Pharmacists (NAGPEP) should be invited to the office for discussions.

Mr Lewis reported with regret the death of Professor Harry Brindle. "He was a giant among educationalists and a giant among examiners", he said. Mr H. Steinman said Professor Brindle was one of those rare individuals who became a legend in his lifetime—guide, philosopher and friend to so many people. "He was a man who never forgot that he came from the grass roots of pharmacy, from a general practice pharmacy in Bolton, a man who rose to be the first professor of pharmacy in Manchester, who was always in the forefront of pharmaceutical education."

Council rejected by a large majority a recommendation of the Ethics Committee that a disclaimer should be inserted in the Society's journal to the effect that the views expressed in leading articles were not necessarily those of the Council.

It was agreed that Mr Lewis should accept an invitation from the American Pharmaceutical Association to speak at the annual congress of the association in New Orleans, April 5-9. The Council also agreed that he should attend a meeting of the executive committee of the Commonwealth Pharmaceutical Association, of which he was secretary, when it was held in Sri Lanka after the March Council meeting.

Miss J. M. Shilton has been awarded the degree of Master of Philosophy for her thesis on "Studies of the effects of dypyrindamole and other substances on the permeability of bovine erythrocytes to various ions". The research was supported by a Pharmaceutical Society research scholarship.

TSA licensing provision repealed this month

An Order to remove "double licensing" requirements for the manufacture of therapeutic substances was published last week.

The Medicines Act 1968 (Commencement No 5) Order 1976 (HM Stationery Office, SI No 74, £0.12), names February 20 as the date when certain provisions of Section 135(2) of the Medicines Act are brought into operation to repeal parts of Section 1 and the whole of Section 2 of the Therapeutic Substances Act 1956. A spokesman for the Department of Health told *C&D* that it would mean that certain substances, whose manufacture had been licensed under both Acts, would now be controlled only under the Medicines Act.

Part II of the Therapeutic Substances Act, controlling the prescription requirements of such products, is not covered by the Order. However, the spokesman added that the Department hoped to issue a consultative document on the prescription only list under the Medicines Act "in the not too distant future."

Pharmacist struck off after unlawful supply of drugs

A South London pharmacist, who had practised for 37 years with an unblemished record, was ordered to be struck off the register by the Pharmaceutical Society's Statutory Committee on Tuesday.

It was alleged that hundreds of Doriden tablets were sent in cigarette packets by Mr Thomas Hubert Potts to a woman suffering from arthritis, and that they were sold unlawfully without prescription.

Mr Potts, 58, of Norwood Road, Herne Hill, appeared before the Committee following his conviction at Camberwell Green Court in July 1975 when he was fined £25. The Society further alleged that he sold four other drugs, Kethamed, Apisate, Tenuate Dospan, and Villescon to other women without prescription. Mr Potts said he knew he was breaking the law, but there was no question of making money out of the women.

Directing that his name be removed

from the register, Sir Gordon Willmer, the Committee's chairman, said they had reluctantly come to the conclusion that the offences were so serious they could not do otherwise. Sir Gordon said it was only fair to point out that hitherto Mr Potts had had an unblemished record in pharmacy. "The pharmacist is the last protection that the public has against the availability of dangerous drugs in unauthorised circumstances and it is his duty which he owes to the public to see that such drugs are not supplied except when they are lawfully authorised by the production of a doctor's certificate."

Sir Gordon said inquiries revealed that over a period of seven months in 1974, wholesalers supplied 2,900 tablets of Doriden to Mr Potts and only 530 could be accounted for. The deficiency of 2,370 tablets had evidently been supplied without prescription. Mr Potts had admitted

that he had supplied a woman at Whitstable with considerable quantities of these tablets without bothering to see that he received a prescription. To make matters more sinister, the last supply—400 tablets—was sent by post in a cigarette packet in a brown paper parcel.

He said there was no record for the use of 4,300 Kethamed tablets which Mr Potts received from wholesalers in three months in 1974 so he must have sold the whole of this quantity without prescription.

Mr Potts told the Committee that he had been practising at Herne Hill since 1948. He had known the woman at Whitstable for about 10 or 12 years. He first got to know her as a customer when she lived in the Tulse Hill area and came to his shop for a prescription for Doriden tablets. He thought she took them not so much as sleeping tablets, but as a general painkiller for arthritis. When she moved to Whitstable he continued to supply her with tablets without prescription "to help her out as an old friend". He said the reason the tablets were put into cigarette packets wrapped in brown paper was so that they would go through the letter box.

Mr Potts said he supplied the Kethamed tablets to a woman travel courier he had known for 25 years. She asked for them as a stimulant to keep her awake. After consulting his schedules he thought they were safe. He supplied 100 to 200 tablets a week in about three months.

Letters

Baby milks: pharmacist for advice, grocer for sales?

In the last few days we have received from Wyeth a letter about SMA milk: we are to advise people that SMA milk is a suitable product for sale for babies under six months old in view of the recent public concern over artificial milk feeds.

I have replied hoping that they have advised all supermarkets, grocers, etc, because I shall advise people who ask me to go and seek advice from whence they originally purchased their supplies (or from the makers).

I am fed up with doing the spade work for big businesses who offer no co-operation whatever. I cannot sell their product at cost price.

J. D. Hird

Bedworth, Warwickshire

Scope of NPU information

May I say how much we at Mallinson House enjoyed reading your informative articles last week on aids for the handicapped (p163). Additional background knowledge of this kind is surely invaluable to pharmacists who wish to extend their professional services in this way; we hope many will follow your advice, particularly the suggestions made by the specialist pharmacists you interviewed.

There is, however, one remark with which we must disagree: it is not true to say that "this field falls outside the scope of the NPU information service". The NPU information department prides itself on the amount of detail on this subject it

keeps on file and its staff would be most upset to feel that any pharmacist was deterred from using their facilities.

I understand from your contributor, Mr Dick Hazlehurst of Bradford (who incidentally claims to be one of the greatest admirers of the NPU information service), that the sort of inquiry he had in mind when he was being interviewed was: "How would it be possible to support a child with spina bifida in a car seat safely?" We agree that in those circumstances your extremely useful list of associations for the disabled would be a more direct source of help.

J. A. Goulding

Press officer, NPU Group

An NHS 'aids' service?

Having handled these goods for many years, I was most interested in your "Aids for the handicapped" article. I would, however, most seriously stress the point made that there is only room for one outlet for this type of goods in any area, and from my own experience it would seem that it requires a population of about 100,000 to justify holding the required range of stock. I would also agree that there are many problems in obtaining supplies, particularly of specials. One must also be prepared to expend both time and money on inquiries which in the

end only result in being told that the item in question has been obtained free from the social services.

On this point I have for years argued in certain quarters that these items should be hired by the Health Service from pharmacists on similar lines to the oxygen service. There would seem to me little or no difference between hiring a wheelchair and hiring an oxygen set. I have, however, had very little support, although it does seem to me that this would be a very suitable method of injecting some much needed "new" money into the pharmaceutical section of the Health Service.

A. Medcalfe

Lancaster

Doctor dispensing cost

An article in the December issue of *Family Practitioner Service Journal* brings to mind motions proposed at fairly recent Branch Representatives' meetings, which urged that the Department of Health should be told that doctor dispensing costs more than pharmacist dispensing. On page 222 of that issue are printed extracts from the Prescription Pricing Authority Report 1974-5 which prove that the estimate of the proposers was correct. The dispensing doctor statistics should interest your readers.

S. Durham

Sheffield

	No. of scripts	Total £ p	Average cost/script p
Drug Tariff basis	11,610,990	12,594,640.44	108.47
Capitation basis (Classes 1, 4 & 5)	1,415,233	1,399,909.71	99.92
Capitation basis (Classes 2 & 3)	698,084	1,364,113.48	195.41
Prescribing basis (Personal administration)	7,074	74,534.68	1,053.64

Company News

Ralph Weston explains benefits of Dixon bid

The joining of Weston Pharmaceuticals and Dixon Photographic will give a much wider base on which to develop in the future, says Weston's chairman, Mr Ralph Weston, in his first statement about the Weston board's decision to recommend the Dixon bid to shareholders. The combined management expertise, marketing techniques and purchasing powers will, he claims, provide greater opportunity for future growth and expansion.

It is anticipated that the two retail chains will continue to operate as separate entities, but Mr Weston says that while the expansion plans of the existing management are being recognised, it is envisaged that larger units of Westons Chemists carrying an extended inventory range incorporating different merchandise will be developed in prime sites throughout the country.

"The obvious benefits of the availability of Dixons superb processing facility will be a very great assistance towards the achievement of higher film sales and a greater percentage of the developing and printing market.

"The management of Dixons has proved itself to be expansionist, successful and extremely progressive and every encouragement is being given to my management team to ensure the future development of Weston Pharmaceuticals in its existing activities. I am sure that this event will herald an exciting new era in the growth of Weston Pharmaceuticals, which in turn will provide greater security and promotional prospects for all our staff."

The closing date for acceptance of the offer by Dixons is February 25.

Unichem membership exceeds 2,500

Unichem's shareholder membership has topped the 2,500 mark, following a successful recruitment drive over the past few months, managing director Mr Peter Dodd reported to the organisation's recent managers' conference.

Commenting on the achievement, Mr Dodd said: "I firmly believe that this reflects a growing awareness amongst the independent retail pharmacists that Unichem membership offers not only a financial benefit, but also a guaranteed defence against the real risk that the other major wholesalers might well be taken over by concerns with interests outside of, or even opposed to, the future viability of the independent retailer."

Eli Lilly sales record

Eli Lilly & Company, Indianapolis, have reported record consolidated sales and net income for 1975. Sales were \$1,233.7m,

compared with \$1,111.5m in 1974, and net income was \$181.3m (\$178.8m). Fourth-quarter sales were \$285m (\$263.7m) and net income \$37.9m (unchanged).

Pharmaceutical sales worldwide in 1975 were \$690.2m (\$633.6m) with sales of cephalosporin antibiotics accounting for \$312.1m (\$296.1m). Sales of agricultural chemicals, substantially all of the herbicide Treflan (trifluralin) were \$237.5m (\$200.5m) and animal health and nutrition products totalled \$118.9m (\$90.4m).

Sales of cosmetics products (including Elizabeth Arden) in 1975 were \$117.6m (up from \$103.5m) with the reduction in corporate net income in 1975 as a result of cosmetics operations down to \$2.3m from \$3.9m.

Briefly

S. R. Muller, chemists sundries wholesalers, have moved to 38 North Street, Plaistow, London E13.

Albright and Wilson have established a new marketing company, Albright and Wilson GmbH, in West Germany to market surfactants and allied products.

The telephone number of the **British Pharmacopoeia Commission**, 8 Bulstrode Street, London W1M 5FT, has been changed to 01-487 2665.

Procter & Gamble's net earnings for the six months to December 1975 were, at \$192m, an increase of 11 per cent on the same period in 1974. Worldwide net sales were \$3,100m, a gain of 5 per cent.

John Ronaldson & Co Ltd, 454 Grand Buildings, Trafalgar Square, London WC2N 5HD moved, on February 2, to 4 Stock Road, Billericay, Essex CM12 0BQ (telephone: Billericay 55885/6).

Appointments

West Pharmarubber Ltd: Mr John Worrow has been appointed assistant general manager.

Bristol-Myers Co Ltd: Mr Leslie Burrage has been appointed director of marketing for the recently-formed Clairol beauty appliances division.

Winthrop Laboratories: Dr Alan Adamson, BSc, PhD, has been appointed chief

executive of the production division at Fawdon, Newcastle-upon-Tyne.

Ronson Products Ltd: Mr R. Kendrick has joined the electrical division as a senior sales representative covering Kent, Surrey, Sussex and Hampshire.

CIBA Laboratories: Mr M. J. Leddy, BPharm, MPS, has been promoted to product group manager with primary responsibility for Rimactane, Rimactazid, Lioresal and Ismelin.

Lilia-White Ltd: Roy Trayhern has been appointed product group controller for Lillets and Golden Babe Bambi, Margaret Holmes product manager for Golden Babe Bambi and Chris Leeman product manager for Lillets.

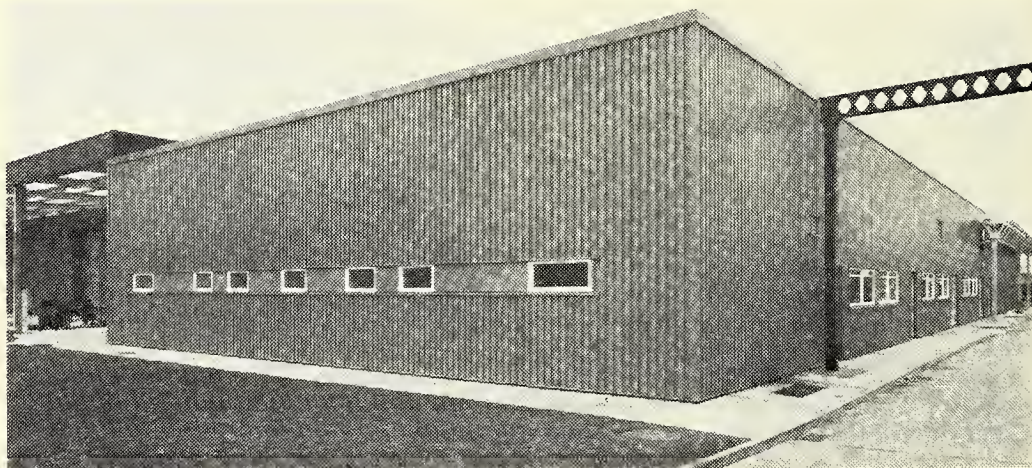
Jeyes Group Ltd: Mr Leo Ellery, chairman of the Cadbury Schweppes Ltd health and chemical products group (which comprises the Jeyes group of companies), has now been formally elected chairman of the legal entity, Jeyes Group Ltd.

Sterling Organics: Mr James T. Rees, BPharm, MPS, has been appointed managing director. Mr Rees studied chemistry and pharmacy at the University of Wales, Cardiff. After gaining his BPharm degree he spent a year doing research. His industrial career began in 1954.

Jackel International: Mr Peter Kent has been appointed director of sales and marketing. Mr Peter Kent is a former director of Izal Ltd and ex-managing director of Izal Overseas Ltd. After the acquisition of Izal by the Sterling Winthrop Group, he served until recently as marketing director of Sterling Winthrop Continental.

Lilly Industries Ltd have announced the appointment of Mr Gordon Taylor as director of personnel (pharmaceutical marketing) for Lilly's Henrietta House headquarters. Mr Taylor is presently director of marketing, Eli Lilly and Co, Basingstoke. Mr Ken M. Lynch, sales manager, Eli Lilly, has been promoted to director of marketing.

Carter-Wallace Ltd: Mr B. Barnes has been appointed to the board as production director. Mr B. Glasson has been promoted to national sales manager. Mr A. Reynolds, brand manager, assumes marketing responsibility for Pearl Drops, Nair, Carter's Pills and Sovol; he will also control the company's promotions budget for all brands including Arrid Extra Dry aerosols, roll-on and cream.



Beecham Pharmaceuticals' main store building at Worthing, which was built of Ruberclad roofing and wall cladding systems. The firm manufacturing the systems—Ruberoid Contracts Ltd, 1 New Oxford Street, London WC1—say their systems facilitated tight time schedules during construction by the main contractor James Longley & Co Ltd

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Market News

Brazil prices firmer

London, February 11: Some Brazilian prices were sharply advanced during the week. In particular, menthol and pepper-mint oil rose by £0.45 and £0.20 kg respectively. Both had begun the week by drifting lower but the Brazilian Government was reported later to have intervened by fixing minimum export prices for both items. Spot holders of Brazilian sassafras also marked up that oil by £0.10 kg. Elsewhere in essential oils Ceylon cinnamon leaf was firmer while Chinese cassia offers were withdrawn.

Belladonna is now scarce right across the board. Balsams continue weak. Also lower were cascara, cinnamon bark, podophyllum *emodi*, ginger, hydrastis senegal and pepper. On the other hand lemon peel maintained its firm trend; Indian valerian root and cumin seed were also dearer.

Among pharmaceutical chemicals, acetic acid is dearer in price since last quoted and acetone goes up by £15 per metric ton on February 16 to £232.

Pharmaceutical chemicals

Acetic acid: 4-ton lots, per metric ton delivered—BPC glacial £227; 99.5 per cent £216; 80 per cent grade pure £201, technical £187.

Acetone: £232 per metric ton.

Ammonium acetate: BPC 1949 crystals £0.45 kg in 50-kg lots; strong solution BP 1953 £0.1841 kg in 200-kg lots

Ammonium bicarbonate: £130.50 per metric ton.

Ammonium chloride: Pure in 50-kg lots £0.2131 kg for powder.

Ferrous fumarate: £1.25 kg for 50-kg lots.

Ferrous gluconate: £1,395 metric ton delivered.

Ferrous phosphate: In kegs £553.80 metric ton.

Iron ammonium sulphate: £250/kg lots £0.27½ kg.

Iron and ammonium citrate: Granular £903; scales £990 metric ton.

Potassium acid tartrate: BPC £900 metric ton delivered.

Potassium citrate: Granular £669 metric ton as to maker. Premium for powder £12.00.

Potassium hydroxide: Pellets BP 1963 in 50-kg lots £1.19 kg; sticks £4.31; technical flakes £0.4577.

Potassium phosphate: BPC 1949 in 50-kg lots, granular £1.6746 kg; powder £1.4744.

Sodium acid phosphate: BP crystals £0.9613 kg for 50-kg lots.

Sodium bicarbonate: BP £61.33 per 1,000 kg minimum 8-metric ton lots delivered UK.

Sodium carbonate: Anhydrous £142 metric ton.

Sodium chloride: Vacuum dried in 10-ton lots £15.78 metric ton delivered London.

Sodium citrate: From £581 per metric ton as to maker. Premium for powder £12.00.

Sodium fluoride: BP keg in 50-kg lots £1,307.1 kg.

Sodium gluconate: Technical £510 metric ton.

Sodium hydroxide: Pellets BP 1975 in 50-kg lots

£0.78 kg; sticks (BP 1958), £2.92 for 50 kg

Sodium nitrite: BPC 1963 50-kg lots £0.8415 kg.

Sodium perborate: (per 1,000 kg)—monohydrate

£383; tetrahydrate £225.

Sodium percarbonate: £304 per metric ton.

Sodium sulphate: BP crystals per metric ton

£84.60; commercial £31.00.

Sodium thiosulphate: Photo grade £114.70 metric ton; commercial £109.25.

Crude drugs

Agar: Spanish-Portuguese £4.95 kg spot.

Aloes: Cape £0.93 kg spot; £0.92, cif. Curacao £1.40 spot nominal; £1.29, cif.

Balsams: (kg) Canada £13.90 spot; £13.65, cif for shipment. Copaiba: BPC £1.55 spot; £1.50, cif. Peru: £4.20 spot; £3.85, cif. Tolu: £3.15 spot.

Belladonna: (metric ton) nominal. Leaves £800, cif, nominal. Root no supplies.

Benzoins: BP £64.00-£67.00 cwt spot; £58.00-£62.00, cif.

Buchu: Rounds £2.45 kg spot; £2.25, cif.

Camphor: Natural powder, £5.60 kg duty paid. Synthetic £0.65.

Cardamoms: (per lb cif), Alleppy green No 1 £2.40, prime seeds £2.40.

Cascara: £810 metric ton spot; £550, cif.

Cherry bark: Spot £570 metric ton; £560, cif.

Chillies: Mombassa £740 ton, cif nominal.

Cinnamon: (cif) Seychelles bark £330 ton, cif; Ceylon quills 4 O's £0.50½ lb.

Cloves: Madagascar £2,600 per ton, cif.

Cochineal: Peruvian silver-grey £13.00 kg spot; £12.75, cif.

Colocynth pulp: Nominal.

Dandelion: No spot; shipment £1.20 kg nominal.

Ergot: Portuguese-Spanish £1.50 kg spot; £1.40, cif. East European £1.60 spot.

Gentian: Root: £1.45 kg spot; £1.35 kg, cif.

Ginger: (ton, cif) Cochin £510; Jamaican spot £930. Nigerian split £440, peeled £550. Sierra Leone (March-May) £675.

Guano: Acacia, Kordofan cleaned sorts \$1,280, fob, metric ton. Karaya No 2 faq £340 metric ton, cif. Tragacanth No 1 £555 spot per 50 kg.

Henbane: Niger £960 metric ton spot; £9.30, cif.

Honey: (per metric ton in 6-cwt drums, ex-warehouse) Australian light amber £480, medium £460, Canadian £650; Mexican £490.

Hydrastis: £7.00 spot; £6.75, cif.

Ipecacuanha: (kg) Costa Rica £3.50 spot; £3.40 cif. Colombian £5.30; £5.15, cif.

Jalap: Mexican basis 15 per cent, spot, £1.38 kg; £1.30, cif; whole tubers £1.48, cif, 9-11 per cent.

Kola nuts: £200 metric ton spot; £185, cif.

Linolin: 1,000-kg lots BP grades from £955; cosmetic £1,025; technical £910.

Lemon peel: Unextracted £1,100 metric ton spot; £1,050, cif.

Liquorice root: Chinese £190 metric ton, cif. Russian £245 spot; £220, cif, nominal. Block juice £1,130. Spray-dried £1,050.

Lobelia: American £1,010 metric ton spot; £980, cif. Dutch £950; £940, cif.

Lycopodium: Russian £4.50 kg, spot; shipment nominal.

Mace: Grenada No 1 £1,940 ton, fob.

Menthol: (kg) Brazilian spot £9.25 kg; forward shipment £8.75, cif. Chinese £9.75 duty paid; £10.00, cif.

Nutmeg: (Per ton, cif) East Indian 80's £1,300; bwp £940. West Indian 80's £1,425, unassorted £1,170; defective £900.

Nux vomica: £210 metric ton spot.

Pepper: (ton) Sarawak black £815 spot; £740, cif; white £1,020; £936, cif.

Pimento: Mexican £2,300 US dollars ton, cif.

Podophyllum: Root £600 metric ton spot; £550, cif.

Rhubarb: Chinese rounds 60% pinky £1.40 kg.

Saffron: nominal.

Sarsaparilla: £1,200 metric ton spot; £1,150, cif.

Seeds: (metric ton, cif) Anise: China star forward £450. Caraway: Dutch £365. Celery: Indian

£335. Coriander: Moroccan £240. Cumin: Indian

£540. Dill: Indian £175. Fennel: Indian new crop

£315; Chinese £300. Fenugreek: £115.

Senega: Canadian £11.20 kg spot; £10.80, cif.

Senna: (kg) Alexandria pods, hp, £1.87, manufacturing, £1.03. Tinnevely leaves faq No 3,

£0.25; faq pods £0.25; hp £0.38.

Squill: Italian spot nominal, £850 metric ton, cif; new crop, Indian £170, cif.

Styrax: £2.85 kg spot; shipment £2.80, cif.

Tonquin beans: Spot £0.93 kg; shipment £0.85, cif.

Turmeric: Madras finger £220 ton, cif.

Valerian: Indian root £720 metric ton spot; shipment £680, cif.

Waxes: (metric ton) Bees', Dar-es-Salaam £1,385, cif. Candelilla, £825 spot; £79, cif. Carnauba,

tatty grey, £1,040 spot; £1,000, cif; prime yellow £1,775 and £1,675, cif.

Witchhazel leaves: Spot £2.10 kg; £2.00, cif.

Essential and expressed oils

Almond: Sweet in drum-lots £1.20 kg.

Anise: £16.50 kg spot; £15.00, cif.

Buchu: English distilled £255 kg; South African £150.

Camphor white: £0.90 kg spot; £0.70, cif.

Caraway: Imported £16.00 kg; English £24.00.

Cardamom: English distilled £80.00 kg.

Cassia: Chinese. Spot and shipment not quoted.

Cedarwood: Chinese £0.90 kg spot and cif.

Celery: English £28.00 kg.

Cinnamon: Ceylon leaf spot £3.00; forward £2.90 kg, cif.

Citronella: Ceylon £1.30 kg spot; £1.10, cif. Java

£1.45, cif.

Clive: Spot ex wharf, Spanish £1,150 per metric ton in 200-kg drums; Mediterranean origin £1,140.

Palmarosa: Spot not quoted; £7.50 kg cif, nominal.

Patchouli: £4.50 kg spot and cif.

Pennyroyal: Not quoted.

Pepper: English distilled ex black £62.50 kg.

Peppermint: (kg) Arvensis Brazilian £3.55 spot; shipment £3.45, cif. Chinese £3.55 spot; £3.55, cif. American piperata £15.00-£20.00 as to source.

Petitgrain: £4.50 kg spot.

Rosemary: £4.75 kg spot.

Sage: Spanish £59.00 kg to arrive.

Sandalwood: Mysore £35.00 spot; £28.00, cif.

Sassafras: Chinese £1.80 kg spot; £1.70, cif.

Brazilian: £1.70; £1.60, cif.

Spearmint: American £9.50 kg; Chinese no offers.

Thyme: Red 68/70 per cent £10.80-£11.50 kg as to quality.

The prices given are those obtained by importers or manufacturers for bulk quantities and do not include value added tax. They represent the last quoted or accepted prices as we go to press.

Coming events

Monday, February 16

Barking and Havering Branch, Pharmaceutical Society, Macarthis, Chesham Close, Romford, at 7.30 pm. Dr Michael Cohen, Acupuncture Association, on "Acupuncture".

Enfield Pharmacists Association, Enfield Hotel, Rowantree Road, Enfield, at 7.30 pm. Working dinner, speaker Mr D. N. Sharpe, chairman, National Pharmaceutical Union and a member of Council, Pharmaceutical Society.

Mid-Glamorgan East Branch, Pharmaceutical Society, Criterion Hotel, Pontypridd, at 8 pm. Professor D. E. Hughes (University College, Cardiff) on "Pollution".

West Metropolitan Branch, Pharmaceutical Society, Chelsea College, Manresa Road, London SW3, at 7.15 pm. Annual joint meeting with Chelsea School of Pharmacy Students' Association. Dr J. R. Nixon on "Locomotive madness".

Tuesday, February 17

British Society for the History of Pharmacy and Pharmaceutical Society, 17 Bloomsbury Square, London WC1, at 7 pm. "Edwardian pharmacy". Mr A. Wright (Editor, C&D) on "Its fabric and background" and Sir Hugh Linstead on "Pharmaceutical legislation".

Bromley Branch, Pharmaceutical Society, Wellcome Research Laboratories, Park Langley, Beckenham, at 8 pm. Film evening.

Leicester and Leicestershire Branch, Pharmaceutical Society, Postgraduate medical centre, Royal Infirmary, Leicester, at 8 pm. Dr Sheehan on "Acupuncture".

Teesside Branch, Pharmaceutical Society, Postgraduate centre, North Tees Hospital, at 7.45 pm. Dr F. Fish (reader in pharmacognosy and forensic science, University of Strathclyde) on "Science in the detection of crime".

Wednesday, February 18

Edinburgh Branch, Pharmaceutical Society, Royal Scot Hotel, Glasgow Road, Edinburgh. Annual buffet supper.

Thursday, February 19

Dundee and Eastern Scottish Branch, Pharmaceutical Society, Medical school, Ninewells Hospital, at 7.30 pm. A representative of Mynfield on "Ecology connected with the use of chemicals in agriculture".

Industrial Pharmacists Group, Pharmaceutical Society, 17 Bloomsbury Square, London WC1, at 6.30 pm. Professor A. H. Beckett (head of Chelsea College school of pharmacy) on "Newer aspects of bioavailability".

Leeds Branch, National Pharmaceutical Union, Golden Lion Hotel, Briggate, Leeds, at 8.15 pm. Chairman's dinner. Mr T. P. Astill (deputy secretary, NPU) on "A legal miscellany".

Liverpool Branch, Pharmaceutical Society and Guild of Hospital Pharmacists, Broad Green Hospital, at 8 pm. Dr J. L. Verbov on "Dermatology".

Northumbrian Branch, Pharmaceutical Society, Red House Restaurant, 32 Sandhill (Quay Side), Newcastle, at 7.30 pm. Dr M. P. Earles on "The origins of the therapeutic revolution".

Pharmaceutical Society and Linnean Society of London, Linnean Society's Rooms, Piccadilly, London W1, at 6.30 p.m. Dr D. Bailey (Welsh School of Pharmacy) on "The contribution of plants to medicine".

Plymouth Branches, National Pharmaceutical Union and Pharmaceutical Society, Board room, Greenbank Hospital, at 8 pm. Mr J. Charlton (secretary, Pharmaceutical Services Negotiating Committee) on "NHS—the present position".

Thames Valley Pharmacists' Association, Winthrop House, Surbiton, at 8 pm. Dr J. K. Crellin on "Antiques and history of pharmacy".

Friday, February 20

Merseyside Branch, National Association of Women Pharmacists, Pharmacy museum, Liverpool Polytechnic, at 7.30 pm. Mrs P. Jones on "The plastic world of pharmacy".

Advance information

Faculty of Homeopathy. Intensive course on allergies and acute infections, Royal London Homoeopathic Hospital, Great Ormond Street, London WC1, February 23-27. Details from the faculty secretary.

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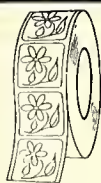
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Appointments

NATIONAL HEALTH SERVICE PRESCRIPTION PRICING AUTHORITY

The Special Health Authority is constituted to perform the functions relating to the examination, checking and pricing of prescriptions for all drugs, medicines and appliances supplied under the arrangements made for the provision of the Pharmaceutical Services in England and has a vacancy in one of its twelve Divisions.

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DIVISION 3—(INVESTIGATION)

This post is based in Newcastle upon Tyne where the Division is part of a large organisation with some 900 staff employed on processing some 150 million prescriptions per year.

THE INVESTIGATION DIVISION employs some 160 staff and deals with the reception of prescriptions, examination, checking, costing for reports and statistical returns and in particular the preparation of reports on the examination of Doctor's Prescribing Statistics on a national basis.

THE ASSISTANT ADMINISTRATOR is second in line and is required to support the Administrator in operating the services provided by the Division in addition to the general oversight and management of its various sections.

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Applications giving names of two referees to be sent to:

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